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# DRUG & CHEMICAL MARKETS

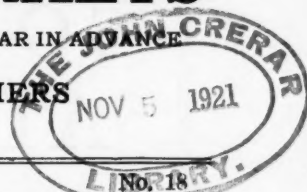
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VOL. IX

NEW YORK, NOVEMBER 2, 1921



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1. Products derived from coal (Diagrammatic chart).
2. List of "Barrett Standard" Refined Coal-Tar Products.
3. A Brief Description of Refined Coal-Tar Products. (This describes properties of each product and common uses.)
4. Coal-Tar Solvents—Their Use in Extraction Processes.
5. Coal-Tar Products for Rubber Manufacturers.
6. The Use of Coal-Tar Products in the Paint and Varnish Industries.
7. CUMAR—A Coal-Tar Resin.
8. The Standardization of Disinfectants.
9. Dry Cleaners' Benzol—The Ideal Cleaning Fluid.
10. Barretan Synthetic Tanning Extracts.
11. Malic Acid, F.P.—A Food Acidulent of the Highest Merit.

We shall be glad to have you go over this list and select those booklets of interest to you. Copies of any or all of them will be promptly forwarded upon request.

The *Barrett* Company

*Chemical Department*

40 Rector Street



New York, N. Y.



ISSUED EVERY WEDNESDAY

# DRUG & CHEMICAL MARKETS

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### ARE YOUR PRICES IN LINE?

For eighteen months every buyer of chemicals in the world has been telling every chemical salesman that his prices are way out of line. The accumulated demand for lower values to the retailer, to the jobber, to the manufacturer has fallen like an avalanche on the producers of the raw materials of industry, and of our vast chemical tonnage all but a few pounds go to manufacture cloth, rubber, paper, leather, steel, paint, fertilizer, and the other materials out of which are made houses, clothing, shoes, foodstuffs, automobiles, and what not. Accordingly, upon this basic chemical industry of ours a pyramided force, that begins with every individual consumer and is passed on by store-keepers, wholesalers, and manufacturers, exerts pressure on our prices.

Buyers of chemicals set "pre-war figures" before them as an idol, and blindly worship what they must know is a mockery. No goods will long be produced to sell at less than the cost of manufacture, and the best way to cause higher prices for chemicals in the near future is to beat chemical values down to the point where chemical production is seriously curtailed. We believe that in many items in the chemical markets this danger point has already been passed, and that the consuming industries must some day pay for their super-zeal in price battling. Our conviction is, of course, nothing against the buyer's self-interest, and the old story—"Why, Great Scott, man, your prices are way out of line"—will be dinned into the ears of the chemical salesmen again and again for a long time to come.

However, a neat answer is ready for the use of the seller of chemicals. Let him ask the buyer how much increase his own labor, his freight rates, his fuel, his overhead, his taxes are still showing today. Find out how much higher than 1914 is the selling price of the goods he makes. The chances are that his own figures of costs are higher above pre-war than the present level of chemical prices. His own selling price is apt to make him look like a rank profiteer beside the chemical manufacturer.

Chemical price levels today, as the Department of Labor's statistics show, are nearer to pre-war than the general average of commodity prices, and at the very shrine of the buyer's pet fetish he can be caught red-handed. "The greatest general is he who can make an advantage out of a defeat," and the big declines in chemical values may now often be turned into a strong sales argument.

Next time a buyer says your prices are out of line, ask him, "Are they?" and show him that they are not.

### HELPING THE EXPORT TRADE

The marked improvement in the publication issued by the Department of Commerce under the title "Commerce Reports" has attracted wide attention in industrial circles. The editorial staff has been greatly strengthened by the appointment of men experienced in the textile, rubber, leather, steel and iron, and other industries, to obtain from consuls and commercial attaches information helpful in building up export trade. The cablegrams now received by "Commerce Reports" bring the news up to date, the classification of the matter makes it more convenient for readers, and the addition of statistical matter adds to its value for reference when selling campaigns in foreign countries are under consideration.

Among the many new features introduced by Secretary Hoover in the Bureau of Foreign and Domestic Commerce in his efforts to serve American industry, is the Commercial Intelligence Section whose function is to compile a card index of foreign firms of standing in the commercial world. Such a list will prove of great value to manufacturers and exporters, especially when about to enter new fields. The service is already in active operation for Latin-American trade, and some parts of Europe and the Far East. The Department's digest of foreign commercial laws is another evidence of Secretary Hoover's intention to make the Bureau of Foreign and Domestic Commerce of real use and value to American business men who are selling abroad.

### WOOD ALCOHOL PROHIBITION

"The comparative cheapness of wood alcohol has caused it to be used as an adulterant in pharmaceuticals, flavoring extracts, and toilet preparations." Before the House of Delegates of the Pennsylvania State Medical Society at the recent meeting in Philadelphia, Dr. S. Lewis Ziegler thus described some of the present "uses" of wood alcohol, according to the Philadelphia "Ledger," and urged the prohibition of or drastic regulation of its manufacture. The speaker went on, "We are told that wood alcohol is essential to the manufacture of dyestuffs and explosives, but I feel sure that human ingenuity can find a less harmful substitute. Without question, the manufacture of wood alcohol should be abolished." Another speaker at the same meeting, Dr. James M. Anders, added his opinion as follows: "Wood alcohol can be and is, manufactured in great quantities that cannot be detected from denatured alcohol by the ordinary tests. Men take it knowingly and unknowingly."

Whether it is even worth while to challenge this nonsensical twaddle, is debatable. Were it not liable to create innumerable false impressions among the unknowing and engender an unwarranted sentiment in the public mind against wood alcohol, the whole thing would be worth a good laugh. The letter of a correspondent, however, takes it seriously and says, "Misinformation of this sort can do a great deal of harm. We trust you can use your influence to rectify this error

by calling the attention of the responsible parties to the real facts." The facts are these: Wood alcohol is an extremely important chemical product and solvent without which many branches of industry would be seriously handicapped. It is no more dangerous than hundreds of other poisonous chemicals now on the market. Its misuse by law-breakers is no more an excuse for the prohibition of its manufacture, than is the use of sodium cyanide or corrosive sublimate as a means of suicide or murder a valid reason for the prohibition of the manufacture of these important chemicals.

As a last suggestion, a review of their college chemistry by Drs. Ziegler and Anders might also throw some light on the true facts.

While neither manufacturers nor consumers in the drug and chemical industries believed the threatened railroad strike would seriously interfere with business and no special preparations were made to accumulate supplies, there was a feeling of relief when the announcement came that the strike had been declared off, and the markets reflected the feeling of confidence in the situation which is constantly improving.

The tar bucket is bubbling hot and a batch of feathers have been collected from old pillows by the Chemical Kleagles for the special benefit of a certain purchasing agent who told a salesman one day: "Your price is 2c high and besides I have enough stock on hand so I won't be in the market till after the first of the year," and the next day, 'phoned into the main office a carload order at the price quoted.

Two large tobacco distributing companies with chain stores in many cities are about to merge their interests. It would seem logical to unite the candy and drug stores as well as the tobacco interests. Then corner locations would not be in such demand and merchants in other lines would have a chance.

How strange that camphor should go up when no one is supposed to have the accepted solvent for it on the family medicine shelf!

"Save the Surface!" Also the slogan of the Amalgamated Association of Flappers.

### THE CRUDE DRUG OUTLOOK

*The drug trade is practically unanimous in agreeing that excess stocks of botanical drugs have been reduced close to a normal basis, and that selling in the cities at prices below the country costs cannot go on indefinitely. Sooner or later, an equalization between cost and selling price must be made. Will the coming winter season see prices move up? Will it see a resumption of crude drug buying on a normal scale?*

*S. B. Penick, a recognized authority on American drugs, and president of S. B. Penick & Co., will discuss this subject in an article in next week's issue of DRUG & CHEMICAL MARKETS, Nov. 9.*

# On the Dotted Line

## *The Psychological Appeal of Persuasion and Its Relation to the Selling "Game" as Told to the Chemical Salesmen*

By R. W. BARRETT, General Solicitor, Lehigh Valley Railroad

THE DOTTED LINE translated into the every day language of our business relations, simply means the art of persuading men to do what we want them to do. In all occupations of men, large numbers are engaged almost solely in the business of attempting to persuade other people to do what they would like to have them do. Salesmen are attempting to persuade people to buy; lawyers are attempting to persuade judges and juries to do what they desire to have done, teachers have adopted the modern psychological methods of persuasion; preachers have almost discarded hell fire and damnation to save immortal souls, and are applying the higher and certainly more noble theory of persuading men by an appeal to their better selves. Stock brokers, financiers, merchants,—are all attempting to persuade the public to do something.

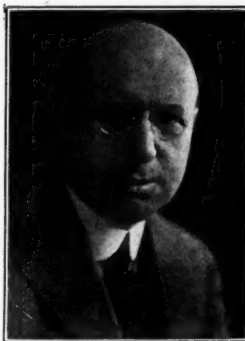
With the advent of the World War the business of persuasion became a government prerogative. The propaganda business has not lessened since the war. A prominent newspaper correspondent stated a few weeks ago that upon the particular morning described he received 46 "news letters" from agencies in the City of Washington, for persuading Congress and other people to do what they desired to have them do, or not to do something that somebody else thought they should do. The legitimate advertising business is enormous, and its reason for existence is its power to persuade people to do something—usually to buy something.

### Reasons For Persuasion

With such a proportion of humankind engaged in the "persuading business," it seems not inappropriate to consider the human attributes involved in the process. I find three principal human attributes which lie at the basis of the attempt to persuade.

The first, and of course, the most patent of these elements, is self interest. We talk a great deal about human duty and human obligations, and rightly so; but it ought not to embarrass us if we look at the facts as they are, and acknowledge that self interest is the greatest and most potent element in the business of persuading other people to take our views or do what we want them to do.

A glance at a political campaign, even though it may be surrounded with flags and high sounding phrases of patriotism and duty, rewards the observer with a certainty that the real appeal is to the self interest of the public. If you will analyze the last few efforts you have made to secure names on the dotted line of your



JUDGE BARRETT

*At the recent dinner of the Chemical Salesmen's Association held at the Advertising Club in New York, Judge Barrett gave the "boys" a few reasons why they did various things when they sold goods. His topic was telling how to get the name "on the dotted line" through the psychological appeal of persuasion properly applied. The Judge's talk made such a "hit," that DRUG & CHEMICAL MARKETS asked him to give the substance of his remarks for publication. Having spoken extemporaneously at the dinner, Judge Barrett very kindly wrote a brief summary which is published herewith.*

order book, you will probably not find a single element involved in your appeals to the prospective purchaser, except that of his self interest.

The second and the more interesting fundamental element involved in the business of persuading men, is the mental laziness of humankind;—the absolute refusal of a great portion of mankind to think. In ordinary business the element of mental laziness, almost always present, is rarely consciously noticed.

Advertisers know it; the great newspaper editors know it; the propagandists are fully advised of it.

The appeal to mental laziness is usually adopted and used in persuading men by those who are above the ordinary in intellectual life. For instance: the good lawyer in the argument of his case attempts to think for the judge. He writes his brief so clearly and so carefully that it will not be necessary for the judge to think. He argues his case with such skill that the judge's mind without any mental effort follows his to its conclusions. The use of the slogan in the advertising business is an appeal to mental laziness.

A humdrum hammering of a single phrase upon the mind, has a strange effect upon those who are too lazy or who cannot think. A man will buy sapolio because the word has been pounded in upon his memory, and not because he has ever thought of a good soap or because he knows that sapolio fulfills this requirement.

### Entering the Buyer's Mind

This particular human characteristic asserts itself in the technique of salesmanship. The method of approach is most important. For instance: it became common knowledge that when people wanted to approach President Roosevelt, in order to secure a hearing in reference to a particular subject, they found the latest book the President was interested in; the latest discussion of some question of natural history in which he was involved, and they approached the intensively active mind of the President through an avenue which, analyzed, required no changes in his mental process. In other words, they met his mental processes at precisely the point where they stood in the book and journeyed mentally from that point, if possible, to the particular thing they desired to present to him. It is characteristic of those who desire to persuade mothers, to reach their minds through the mental process of a discussion of babies or children. Some men can be reached through golf, for that seems to be the location of their mental processes a great deal of the time.

The third human attribute often involved in persuading men to do what we desire to have them do, is the appeal to the human passions. This attribute is of little interest to the salesman. In former years it was of much greater interest to the lawyer than it is at the present day. Barnstorming methods before juries are rapidly disappearing, the preacher and the teacher too, rarely appeal to human passions, except the finer ones of love, duty, honor, nobility. But this does not mean that in this era of propaganda the appeal to human passions has become less potent. The end of the World War did not lessen this method of persuading men from one end of Europe to the other. The appeal to human passions through propaganda, the press and from the stump is even greater than it was during the war. Today the Russian Government almost exists upon an appeal to the passions of the so-called "workers" as against all the rest of the world.

#### Responsibility for Persuasion

This brings us to an entirely different phase of the problem. Assuming that we are successful persuaders of men, are we willing to take the consequences? How often does a lawyer ask himself the result of establishing the legal principle he seeks to establish in the individual case which involves only an individual client? If he analyzed the effect of the principle, and found that it would be detrimental to a large portion of his fellow men, would he still insist upon it, or would he accept the responsibility which might result from his power to persuade a court and jury to take his view of the law and the facts? Is there any indication that some of our powerful newspaper editors are willing to accept the consequences, to stand by the results, and to protect their fellow men and their country if the course sought to be established is adopted? A big broad question in our democratic form of government, where every man has the right to attempt to persuade his fellow men to adopt a particular political course, is whether the persuader is willing and able to give any surety for the consequences resulting from his successful efforts to persuade. The threatened railroad strike is an illustration. A strike has been talked for ten years until the word has as familiar a ring in the ears of the men as "Sapolio" or as "Lipton's Tea" or the "Gold Dust Twins." What responsibility, in case of a strike, will those who persuade the men to go out, accept?

#### URGE CONGRESS TO AID CHEMICAL WORK

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2—The convention of the Association of Official Agricultural Chemists adopted resolutions expressing the hope that the highest aims of the Conference on the Limitation of Armament may be attained, "thereby realizing the hopes of the American people and of all humanity."

The convention urged Congress to continue adequate and beneficial legislation for the chemical industry until its branches in the United States have become firmly established. "The development of chemical industry," the resolution read, "is one of the great factors tending toward the future welfare of our country, whether in times of peace or in times of war."

Referees for 1922 named by the Association of Official Agricultural Chemists are: Tanning materials and leather, F. P. Veitch, Washington, D. C.; insecticides and fungicides, J. J. T. Graham, Washington, D. C.; fertilizers, R. N. Brackett, Clemson College, S. C.; fats and oils, G. S. Karleson, Washington, D. C.; drugs, G. W. Hoover, Chicago, Ill.; testing chemical reagents, G. C. Spencer, Washington, D. C.; flavoring extracts, W. W. Skinner, Washington, D. C.; gelatin, C. R. Smith, Washington, D. C.; spices, A. E. Paul, Cincinnati, Ohio; examination of cacao butter, W. F. Baughman, Washington, D. C.

About 125 members attended the convention.

#### Of Interest in the Trade

The Pure Baking Powder Co., Albany, N. Y., and the New York Baking Powder Co., of Manhattan, have been merged with the Darling Products, of Albany.

Germany's chemical exports in 1920 advanced to 12.9 per cent of the entire world exportation, compared with 8.4 per cent in 1913.

The managing director of the Mitsui Co., of Tokyo, is on his way to Washington, D. C., to join the Japanese business delegation which is now there.

Fire in the plant of the Electro Refractories Company at East Hamburg, N. Y., last week, caused damage estimated at \$200,000. An oil tank exploded. The company manufactures steel crucibles.

The Hercules Powder Co., announces the absorption of all departments of the Aetna Explosive Co., by the Hercules at Wilmington, Del., with branch sales offices at 120 Broadway, New York.

Fire in a building at 113 North First st., St. Louis, damaged the stock of the Cremoline Disinfectant Co., and the Germo Mfg. Co. The Cremoline company carried \$24,000 insurance and the Germo company \$29,000.

Max Zagury, druggist, at 624 West 125th st., New York, filed a petition in bankruptcy, listing liabilities of \$5,882 and assets of \$10,010, main item of which is stock, \$10,000. Judge Learned Hand appointed Maurice L. Shaine receiver under \$4,000 bond.

Three buildings of The Barrett Co., 36th st. and Gray's Ferry Road, Philadelphia, were damaged by fire last week to the extent of \$10,000. Blaze started in pile of shavings in carpenter shop, spread to pipe shop and 1-story storehouse adjoining.

The United States Industrial Chemical Co., has taken a contract from one of the leading automobile manufacturers for a large quantity of chemical used in connection with the imitation leather put into the cars.

A. G. Knost who was formerly chief chemist and pharmacist with the H. H. Hessler Co., hospital and physician supplies, Cleveland, O., is now connected with Liebhenthal Bros. & Co., 1430-38 W. 9th st., Cleveland, who are manufacturing pharmaceutical specialties of various kinds.

Hunnell & Co., Inc., have purchased the remaining merchandise of Marden, Orth & Hastings Co., Inc., and the good will of the merchandising business, and have established offices in New York and Boston for the sale of goods manufactured under their formulas. The new company will also handle goods for export.

William M. Burton has been awarded the Perkin medal by the Society of Chemical Industry. Mr. Burton devised the stills which made present production of kerosene and gasoline possible. Over one quarter the gasoline produced in this country is now made by Burton process. He is president of the Standard Oil Co., of Indiana and director of the Whiting Indiana plant.

Charles R. Sargent, of Chas. R. Sargent & Co., dealers in chemicals of Cleveland, O., sailed last week for Europe. He will remain till the first of the year on a business trip which will take him to England, France, Germany, Belgium and Denmark, arranging sales agencies for his company.



# New Chemical Association Is Formed

**Dr. Herty Chosen President of The Synthetic Organic Chemical Manufacturers' Association of the United States—Organization Sub-Divided Into Four Sections, Dyestuffs, Pharmaceuticals, Intermediates and Fine Organic Chemicals—Members of the Board of Governors—Meeting Addressed by Secretary Hoover**

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2—A new organization to be known as The Synthetic Organic Chemical Manufacturers' Association of the United States was formed here last week by representative manufacturers of synthetic organic chemicals. The meetings were held on Oct. 28 and 29 to effect what Dr. Charles H. Herty, the new president, designates "a comprehensive national organization of the several closely related lines of manufacture included in this important branch of chemical industry."

The association is sub-divided into four sections consisting of dyestuffs, pharmaceuticals, intermediates and fine organic chemicals, each section having a vice-president, a secretary and an executive committee. The administration of the association is to be in the hands of a board of governors consisting of the president, the four vice presidents, and the ten members nominated by the sections.

In addition to the election of Dr. Herty as president the following vice presidents were elected: C. N. Turner, of the dyestuff section; Herman Seydell of the pharmaceutical section; S. W. Wilder of the intermediate section; and B. T. Bush of the fine organic chemicals section. The following were elected members of the Board of Governors: R. S. Burdick, R. C. Jeffcott, August Merz, M. R. Poucher, P. Schleussner and F. P. Summers. The remaining four members of the Board, including one from each section will be elected later. The president and four vice presidents are ex-officio members of the Board.

The purpose of the organization set forth in the constitution as it was adopted is as follows:

"To advance the science of organic chemistry by encouraging the manufacture in the United States of all kinds of organic chemicals; to co-operate with the various agencies of the Government of the United States in its efforts to develop, improve and render serviceable a complete organic chemical industry; to promote cordial relations between American concerns and individuals engaged in the production and use of organic chemicals; to afford means for the dissemination of scientific knowledge; to promote the highest scientific and business standards in relation to the industry; and generally to take such collective action as may be proper for the establishment and perpetuation of the organic chemical independence of the United States of America."

## Statement by Dr. Herty

After adjournment Dr. Herty gave out the following statement:

"At last there has been brought together one effective organization of men who, for the past five years, have been developing in this country all lines of manufacture of synthetic organic chemicals. The fine spirit shown throughout the meetings gave assurance of a strong organization which will aid in developing to its maximum efficiency this industry borne of the War period and now recognized by all as being of such fundamental importance to the Nation.

"Much progress has been made but there is a long

road ahead before we can hope to give to our Country an industry which can worthily meet its every need. Toward that goal we are facing. The association as organized is thoroughly democratic in character. It follows national lines in this aspect, for in the councils of the Association the small manufacturer has equal voice with the larger and we all recognize that the success of the industry is closely bound up in the welfare of the small manufacturer. There have been some points of friction in the past between producer and consumer, but I believe that the hearty spirit of co-operation is developed which in the end will assure the future of this industry. Personally it seems strange to me to be leaving the ranks of the chemists for those of the manufacturers. For six years I have editorially striven to arouse first the chemist and then our people in general to the importance of developing this industry. This idea is now so clear to all that I feel my best efforts can be given to work with the manufacturers on their many problems in the hope of aiding them in the firm establishment of that industry which is so vitally important to this Nation that Secretary Hoover while emphasizing that the main consideration now was the development of this industry for utilization of waste, nevertheless added:

"In these days of the development of forms of warfare that we have to exist under, it is fundamental and vital to us that we should maintain those industries on which we are bound to depend for our vital existence if we ever come to conflict!"

It was decided to adjourn the meeting until Nov. 18 at the Pennsylvania Hotel in New York.

One of the most interesting features at the convention was an address made by the Secretary of Commerce, Mr. Hoover. He was introduced by R. C. Jeffcott, president of the Dyes Institute. Mr. Hoover said:

## Secretary Hoover's Address

"I particularly welcome the creation of this association because it represents a new industry—an industry that has been born within the last ten years so far as the United States is concerned or at least in its major aspect, is the growth of the last ten or fifteen years, and it represents an industry that is particularly interesting to me because it is an industry that thrives by the use and application of the wastes of the other industries; that this is turning to account what would otherwise be almost wholly waste products that escape into the atmosphere or into the streams of this country, and adding them to the total sum of the commodities that we have to divide over our people.

I do not think it would be at all an over-estimate to say that the derivatives on which this industry is based, both in wood products, coal products and other products that hitherto have gone to waste—that the waste itself if it could all be turned to account would have a value of upward of a million dollars today—a billion dollars per annum. I do not suppose that the total output of the industries that are here brought together under the economic chemical group, is perhaps two hundred or three hundred million dollars per annum—I do not know what, but there is still an enormous field of waste to be overcome of added value to be taken into the resources of our country; that the very coke oven today that is not recovering its by-products, turning its by-products into the air, is turning a loss that can never be recovered. Your industries are the in-



dustries that take these derivatives and turn them to account and turn them into the total sum of our assets. So that any one who makes a study of American industry and American life as a whole, comes first to the primary—the economic premise—that if we are going to increase the standard of living, if we are going to maintain our own in the world, we must turn all these waste factors into something productive, and an industry that is almost wholly founded on the recovery of those wastes, naturally is worth cultivation and encouragement, not only by the country but by the government itself.

"I remarked a few minutes ago that I doubt whether the republic will ever learn to understand the difference between organic chemical industries and the inorganic industries. I do not know that it matters particularly so long as they can learn that the organic industries are largely the recovery of waste, and it does seem to me that in bringing the industry into general esteem, and forward for general support, that it is useful to the purposes of the industry to emphasize the fact that it is turning something to account that has hitherto been lost.

"The Department of Commerce has taken a very large interest in this waste question in a great many aspects because we have established in the United States a standard of living, a rate of wage that implies a standard of living higher than that in any other quarter of the world. We none of us want to see that standard diminished. We can only hope to see it maintained in the face of the competition of the world of a lower, and in fact a lowering standard of living if we can eliminate every possible waste that there is in American industry.

"I am in hopes that this Association will undertake amongst its activities one that is very dear to my own heart, and that is the problem of the stimulation through education and the preparation of men of skilled type for your industries. (Applause). There is no industry in the country that requires so high a degree of skill and so exhaustive a background of experience as organic chemistry. As we have had no industry of any great dimensions we have had little call for the devotion of our educational institutions to such preparation. But the organization of an association of this kind, the development of the industry, the stimulation that you can give to the universities themselves in developing their departments for that purpose will contribute materially to the development of this industry because in the background the industry is wholly and absolutely the product of technical skill.

"We need the development of a host of organic chemists. I have the sort of feeling that if they could live we could stand several thousand of them, because no man can range with skill in the field of organic chemistry for long without the production of something of value to the nation.

"I have often thought that of all the fields of science in its possible practical application, there are none that offer the opportunity for development, for discovery, that does this field of organic chemistry, and yet we have had but little development of it in the United States. There has been little opportunity for the organic chemist to live or to make even bread and butter. But with the building up of this industry you are offering the reflex field to the universities where their men can find a livelihood and where as the result of the stimulation of men and their employment, we should develop the same technical skill that we have developed in many others of the technical branches that have lifted our industry beyond that of any other country in the world. But we must first have a basis of industry before we can develop skill.

"The problem of course from a manufacturer's point of view is not altogether a technical problem, but even as a technical problem he has a dual problem, in the fact he is engaged not alone in the chemistry of his products, but, in your case, you are engaged very largely in the chemistry of the user of the products, because nine times out of ten he has no chemical sense at all, and it remains for you to work out his chemistry in providing for yourself a developing commercial market, so that you have got two technical problems in front of you, not only the problem of production as it lies in many industries, or all industries, but you have the problem of working out that technology to application.

"In the commercial sense with a new industry, and new products that we have in many of the branches of organic chemistry, we have not the background of some forty or fifty years that the Continent has had, and the consequence is we have not the commercial organization with which to distribute these products with intelligence and skill, and you have in front of you all those problems to solve.

"In embracing the dye stuffs in this group we are embracing another problem here in that we are embracing at once the problem of national defense. In these days of the development of forms of warfare that we have to exist under, it is fundamental and vital to us that we should maintain those industries on which we are bound to depend for our very vital existence if we ever come to conflict. (Applause). I do not, however, look upon that as the objective of this industry. It is a sufficient objective to interest the Government in it in a most benevolent manner.

"But on the other hand its real purpose is not the manufacture of explosives and poisonous gases, but its real purpose is the use of waste products for the good of the whole of our people. Nevertheless that one necessity that we still must provide, and that is the vital necessity of national defense, warrants the support of that branch of your industry.

"The other branches, photographic chemicals, pharmaceutical chemicals and the aromatic chemicals—I do not know what all you will embrace—probably of wood alcohol—are things that are practically now in our own chemical history. Very few of those industries go back more than fifteen or twenty years in any volume at all. In fact practically every branch of the matters with which you are dealing are things that have come to the forefront in our industrial life since all of us left our colleges.

It is rather an extraordinary thing when you look back upon the few years since you were in school to think that a great industry, involving an output of \$200,000,000 or \$300,000,000 from the waste products in this country, could have grown up in so short a period. It is indeed a great tribute to American character and to our ingenuity, and the resolution of our business men and our manufacturers, that they can grapple with a problem of this kind and advance the interests of the people as a whole with such an extraordinary rapidity and with so much intelligence."

#### Companies Represented

Among those attending the meeting were:  
Condensite Company of America, Bloomfield, N. J., Kirk Brown, President.  
Essex Aniline Works, Inc., Boston, Mass., M. W. Hyde.  
Butterworth-Judson Corp., New York, N. Y., G. A. MacIntosh, and F. E. Signer.  
Calco Chemical Co., Bound Brook, N. J., R. C. Jeffcott, G. A. Berry and F. M. Fargo.

(Continued on Page 913)

# How Three Great Wars Affected Prices

**Similarity of Fluctuations In the Wholesale Trade Before and After the War of 1812, the Civil War and the World War—Great Inequalities In Readjustments Pointed Out By Ernest T. Trigg at Convention of National Paint, Oil and Varnish Association—What Factors Will Cause Prices to Fluctuate In the Period of Readjustment Now In Progress?**

In a speech on business conditions at the convention of the National Paint, Oil and Varnish Association, Atlantic City, last week, Ernest T. Trigg, newly elected president of the Association and chairman of the "Save the Surface" campaign conducted by the Association, exhibited a chart prepared by one of the experts of the Russell Sage Foundation of New York City. It shows the trend of wholesale prices from the year 1810 to 1920. Mr. Trigg said:

It is so illuminating of the trend of present conditions that I have had it enlarged, so that all here may see it. The three sharp peaks shown in the chart are occasioned by three great wars, the war of 1812, the Civil War, and the World War. If the chart had been carried, as I understand it is in the process of being carried, back to the war of 1776, we would have a period of time between the war of 1812 and the Revolutionary War, about equal to that between the other three peaks shown on this chart. The Revolutionary War marked the establishment of our national identity. The war of 1812 tested whether that national identity could successfully resist European aggression. The Civil War in the memorable words of Lincoln, "Tested whether that nation or any nation so constituted could long endure"—long endure against the disruptive influences generated from within. We are so close to the Great War that it is difficult, if not impossible, to determine its outstanding characteristic, as viewed from the perspective of years to come. But it seems likely

that among other things, the Great War will to us stand for the establishment of our place in world politics, and to no uncertain degree in international commerce.

"The one dramatic factor which caused these sharpest peaks on the chart was the tremendously accelerated production of capital wealth of almost every variety, not for investment, not for construction and saving, but for waste, the waste of war. Production was speeded to the highest pitch along many lines, most of which, so far as permanent national wealth goes, represented almost total loss. Such a course means that to us and to generations unborn is the task of making good that capital expenditure. It means that with such a task upon us, not as individual manufacturers, but as a nation, the tendency must be towards conservation and great care in buying.

"It is necessary for us to realize that we are in a new cycle of business, and if we can interpret the period of time required for the readjustment following like war conditions in the past, this new cycle of business is likely to last for twenty years or more.

"You will notice on this chart a decided shoulder on the right hand side of each of these peaks. The peak is sharp, which means that prices fell rapidly through a comparatively short period, and in each instance struck the shoulder. The space between the peak and the shoulder is the period of liquidation. What follows is the period of readjustment in the continuation of the cycle of declining prices. I believe that in the main, business at the present time has gone through the period of liquidation; and I believe firmly, that we are in the beginning of a period of price adjustment, which will cover, not months, but many years. If we could project this curve of wholesale prices from its position for 1921 through all its meanderings to its position for 1941, it would undoubtedly show many surprising feat-



ures. What factors will cause this line to fluctuate in its downward course? My limitations, as just a plain human being, prevent my answering.

"Today great inequalities exist in the readjustments which have so far taken place. Agriculture has reached an unduly low plane; while those of transportation, coal and some branches of the construction industry are very high. There is an entire disproportion between the prices of the primary commodities and ultimate retail prices. Disproportionate increases in the progressive stages of distribution are due to increased cost of transportation, enlarged items of profit, interest, taxes, labor and other charges."

### ERNEST T. TRIGG IS ELECTED PRESIDENT

(Special to DRUG AND CHEMICAL MARKETS)

Atlantic City, N. J., Nov. 2—The speakers at the banquet of the National Paint, Oil and Varnish Association were Charles M. Schwab, who talked about "Future Course of Business;" Rabbi Stephen S. Wise, who spoke on "World Problems and How to Meet Them," and Edward J. Cornish, president of the National Lead Co., who talked about "Reconstruction."

Ernest T. Trigg, of Philadelphia, was elected president of the association, and other officers were chosen as follows: Vice presidents, March G. Bennett, Boston; R. S. Wessels, Atlanta; R. V. Thomas, Chicago; F. M. Brininstool, Los Angeles; George Henderson, Montreal, and treasurer, D. E. Breining, New York.

The closing business session was devoted to a discussion of the tariff situation, especially as it affected colors and oxides coming in from abroad. While the majority report of the committee urged no further delay in the enactment of an adequate protective tariff bill and emphasized the fundamental necessity of the American valuation provisions, other interests bringing in foreign goods were much opposed to such action and a decision was left in abeyance.

Joseph A. Choate, jr., of the Chemical Foundation, gave a resume of the German dye and chemical industry, and pointed out the great need for protection of American manufacturers.

The association went on record as favoring the present tax on alcohol for medicinal purposes.

### HISTORICAL TEXTILE FABRICS IN COLOR

The textile trade, as well as the dye industry, made unusual demands on the National Aniline and Chemical Co., at the Textile Exposition, Boston, for copies of "Dyestuffs," published by the National Aniline Company, in order to study the unique cover design. It is in colors and is made up of reproductions of historic American fabrics. In the upper left hand corner is a reproduction of the oldest cotton woven fabric in the United States, found in Grand Gulch, Utah, and now in the Museum of Natural History, New York.

In the top center of the page is a color design of a linen and wool double-cloth blanket woven by the early Dutch weavers in the Hudson Valley. In the right hand upper corner is a Chilkat ceremonial cape or blanket from Alaska. Other reproductions are a modern roller printed calico; a Peruvian fabric from prehistoric Peru, representing a combination of tapestry and gauze weaving; a modern jacquard silk ribbon; a modern mastic print on georgette crepe; and a modern silk and cotton jacquard upholstery fabric. The originality of the cover and its historical value interested publishers, color printers, textile manufacturers, designers, and dye makers.

The Alexander Works, Inc., of Garden City, is suing A. Klipstein & Co. for \$80,000 on a contract for egg yolk.

### PERMIT REQUIRED FOR CODEINE

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2—The Treasury Department has handed down a decision in connection with the importation of codeine. The department finds that when produced by the chemical treatment of morphine, codeine is considered a synthetic organic drug. The decision in this connection is as follows:

"In order to carry out the provisions of Section 501-a of the Act of Congress, approved May 27, 1921, known as the Emergency Tariff Act and Anti-Dumping Act, and Dye and Chemical Control Act, as extended by the further Act approved August 24, 1921, and by virtue of authority therein granted, Codeine when produced by the chemical treatment of morphine is considered to be a synthetic organic drug within the meaning of the said Act, and as such, requires a special permit to effect its release from customs custody. The natural occurring codeine obtained directly from gum opium is not considered to be a synthetic organic drug, and collectors of customs should accordingly allow the release of codeine from customs custody without requiring special permit unless they have information which leads them to believe that the importation before them was produced by the above-mentioned synthetic process."

### BUYING DRUG STOCKS FOR BOOTLEGGERS

The National Wholesale Druggists' Association draws the attention of members to the activities of a new class of trader and dealer in shopworn and slow selling merchandise. Many wholesale druggists have been solicited by concerns to supply them with their overstocks at a low price, stating as a part of their object:

"We are now engaged in buying miscellaneous drug stocks for wholesale and retail dealers to qualify under the prohibition regulations as wholesale and retail druggists, and we are in a position to sell for cash during the next ninety days a large volume of drugs, proprietaries and sundries.

"If your firm has an overstock of miscellaneous merchandise, we are prepared to offer present list prices, less 25 to 35 per cent, in any quantities, even as low as one-twelfth of a dozen, and at present we have an immediate market for about \$300,000 worth of such stock, which we can handle as fast as obtained.

"If you have any dead numbers which have been taking up space in your store room for months or years, send them to us in any quantity, as they will answer our purpose and at the same time enable you to clean up your stocks."

### AMENDMENT AFFECTS COCA LEAVES

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2—Senator Spencer of Missouri, has introduced an amendment to the revenue bill regarding the importation of coca leaves. The amendment inserts the following provisions at the end of one of the sections:

"That the provisions of this section shall not be construed as requiring an importer of coca leaves who is also a manufacturer of any compound, salt, derivative, or preparation thereof, to pay any internal revenue tax on such coca leaves heretofore, or hereafter imported and removed exclusively for manufacturing purposes by such importer and manufacturer, but nothing herein contained shall relieve such importer and manufacturer from the payment of any import duty on such coca leaves or internal revenue tax on any compound, salt, derivative, or preparation thereof."

## Business Brevities

The Southern Cotton Oil, Ninth ave., Columbus, Ga., is to rebuild its plant recently damaged by fire.

Fire, Oct. 18, destroyed a building of the Nansen Chemical Co., Nansen, near Kane, Pa., with loss estimated at \$25,000.

Fire, Oct. 15, destroyed a portion of the plant of the C. A. Woolsey Paint & Color Co., 500 Grand st., Jersey City, N. J.

The St. Louis Lead & Oil Works, International Life Building, St. Louis, will break ground at once for a new building at its plant on Manchester st.

The Peoples' Sugar Refinery, Rose Hill, near Abbeville, La., is to rebuild its local sugar mill, destroyed by fire, Oct. 13, with loss estimated at about \$300,000, including machinery.

The Pennsylvania Glass Sand Co., Lewiston, Pa., is planning a new mill to be equipped for grinding feldspar. It is estimated to cost \$45,000. The structure will be one-story, 50x130 feet.

The Surplus Property Division of the War Department has announced that sealed bids will be received the latter part of November for 81,000 long tons of sodium nitrate. The exact date for the opening of these bids has not yet been announced.

The Celluloid Co., 290 Ferry st., Newark, N. J., manufacturer of celluloid products, has awarded a contract to Entstie Brothers, 40 Clinton st., for a one-story and basement building, 73x240 feet, at Westcott and Niagara sts., estimated to cost \$200,000.

The Pennsylvania Sugar Co., North Penn st., Philadelphia, has acquired the property at 1015-21 North Penn st. adjoining its works, from the J. W. Paxson Co., for \$145,000. The site is improved with a three-story factory and other buildings.

The Viscalcoid Co., Leominster, Mass., manufacturer of celluloid products, has awarded a contract to Wiley & Foss, Central st., Fitchburg, Mass., for a new plant addition. The structure will be three-story, 40x50 feet, and located on Lancaster st. A. S. Paton is president.

The cases of the W. T. Rawleigh Co. and the Morana Co. which were to have been heard last Friday in the Supreme Court of the District of Columbia, were again postponed. These cases involved the proposition of the issuance of licenses by the Dye and Chemical Control Section of the Customs Service.

The Belle Alkali Co., Belle, W. Va., has awarded a contract to the Korns-Thomas Construction Co., First National Bank Building, Huntington, W. Va., for an addition to its plant, including alterations and improvements in the present works, estimated to cost about \$300,000. D. W. Stubblefield is manager of the company.

False and misleading statements in circulars is charged in a complaint issued by the Federal Trade Commission against the C. H. Parker Co., of Valparaiso, Ind. Respondent is given thirty days in which to answer after which trial will be held and the case decided on its merits. The complaint, which follows application by a competitor and preliminary investigation, specifically alleges that the C. H. Parker Company advertised that it was "sacrificing for immediate sale 30,000 gallons of Navy Architectural Spar and Interior Varnish," when in fact the product so offered was not Navy Architectural Spar and Interior Varnish.

## GERMANS TO CURTAIL POTASH OUTPUT BY CLOSING MANY UNPROFITABLE MINES

**Sales in the United States By Directors of the Potash Syndicate Confirmed—American Orders Not Equal to Pre-War Shipments—German Potash in United States Estimated at 6,000 to 7,000 Tons**

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Berlin, Oct. 22—Buying activity in the German potash industry at the beginning of Spring was at a rather low ebb and the outlook for the industry appeared anything but bright, since America, the best customer, had dropped out of the market owing to overstocking and the business stagnation in general. The industry none the less took a sanguine view of a betterment of the market towards Fall and events have justified anticipations in this respect. In point of fact, improvement set in earlier than was generally expected and became marked towards July as is revealed by the following table:

Month	Potash (K <sub>2</sub> O) Shipments (In Metric Tons)		1920	
	Total	Abroad	Total	Abroad
May .....	23,243	2,980	60,144	14,387
June .....	28,100	3,450	57,000	22,000
July .....	58,550	5,950	66,370*	35,200
August .....	100,000	16,170	80,000	36,600

During the period January-August, 1921, total potash shipments amounted to 530,000 tons of which 55,400 tons were shipped abroad while the respective figures for 1920 are 690,000 tons and 180,000 tons. The considerable decline in this year's figures finds explanation in the fact that, while the 1920 returns include shipments to America in completion of old contracts, exports to America during the current year have been insignificant so far.

### American Orders

With a view to reviving the stagnant American business, directors of the German Potash Syndicate went to America some time ago and succeeded, in a measure, in stimulating demand. It has just been announced that orders for 30,000 tons of potassium chloride, 40,000 tons of 20 per cent fertilizer salts, and 4,000 tons of ammonia sulfate have been placed by seven firms. The average price per ton is understood to be around \$30, and the total order—which is to be completed by the end of January, 1922, approximates 300,000,000 paper marks in value. Negotiations for larger contracts for extended delivery are stated not to have met with success, as the above mentioned tonnage represents the maximum requirements in German potash just ordered and the tonnage furnished in America is estimated at 6,000 to 7,000 tons to which must be added stocks of Alsatian potash of about 30,000 tons while orders for another 10,000 tons are believed to be pending. With the 75,000 tons of German potash just ordered and the tonnage furnished by the domestic potash industry, the total supplies at the disposal of American farmers will be sufficient to cover Spring requirements. Negotiations for 1922 Fall shipments will probably not be reopened before March or April, 1922.

The latest American orders may not loom large compared with pre-war shipments, but interested circles nevertheless express satisfaction at the revival of overseas business. Quite apart from the American orders, however, the position of the industry has markedly improved of late and the September returns are expected to outstrip the August figures of shipments. The stores of the potash syndicate at Hamburg have cleaned out their stocks pretty well and are now being replenished. Employment at the mines is very satisfactory and bids fair to remain so for many months.



Operating on short time has now been discontinued and several mines have even put more men at work. A fair amount of domestic buying has also been noted of late despite the recent price advances, farmers beginning to take on stock in time in view of the announced increase in freight rates scheduled for Nov. 1.

#### Economic Measures

The development of the German potash industry before the war has always been a matter of great concern to the serious element of the industry. Despite a steadily proceeding concentration, there were far too many plants representing an enormous waste of labor and capital, but all warnings passed unheeded. It was clear that the founding of new companies in excess of actual requirements and market possibilities was bound to render the position of the industry precarious the moment the monopoly held by the German industry was broken. This moment seemed rather far afield then, though there was the possibility of new potash deposits being discovered some day in other territories.

The situation took an unexpected turn, however, by the loss of the war and the subsequent cession of Alsace-Lorraine to France. The extraordinary efforts made by the Alsatian potash industry, aided by large state subsidies, presented a formidable competition the true extent of which was then not quite realized. The seriousness of the situation was accentuated by the business slump in the United States, and the need for co-ordination of productive means made itself urgently felt.

Acting upon the suggestion of the larger concerns, it has now been decided to close down a number of shafts, the operation of which on a revenue-paying basis proves impossible, for a period of 30 years. The closing of unprofitable shafts will be arranged by voluntary agreement failing which compulsory measures (as provided in the amendment to the Federal Potash Laws) will be taken. The sinking of new shafts and the continuance of sinking operations at existing plants will likewise be considerably restricted.

Owners of closed shafts will be compensated by the pooled profits of the industry in proportion to their quota for a period of 30 years, the cost of this compensation being estimated at 140,000,000 to 180,000,000 marks. It is held that this action provides the most satisfactory solution of the problem since the cost of compensation will be balanced by the elimination of unnecessary competition and the utilization of plant equipment and machinery of the closed shafts by the plants continuing operations under the new agreement.

Vice Chancellor Backes, of Newark, N. J., signed an order, last week, restraining the Marine Transport Service Co. and Peter A. Morosoff, of Kew Gardens, L. I., from bringing suit against the McGann Co. for 1,136 casks and five barrels of potash, which are in a storage warehouse of the McGann Co. The Marine Transport Service Co. obtained an attachment in a New York Court against the potash, and Morosoff also claims ownership.

The Senate of the United States has accepted the Finance Committee's recommendation for a flat tax of 15 per cent on corporations after Jan. 1, 1922, as a substitute for the present 10 per cent rate and the excess profits taxes, which it has voted to repeal as of that date. It also proposes this rate as a substitute for the 12½ per cent rate fixed in the tax revision bill as it passed the House.

Wall Street, always sensitive to reports affecting industrial interests, advanced United Drug stock nearly six points last week, on the news that beer could be sold as medicine by drug stores.

#### N. W. D. A. COMMITTEE CHAIRMEN NAMED

President F. C. Groover of the National Wholesale Druggists' Association has appointed the following committee chairmen for the current year, and has requested each to co-operate with the Board of Control by beginning work on their reports sufficiently early to have printed copies of them in the hands of the members of the Board early in September, 1922. The chairmen and committees are as follows:

Arrangements and Entertainment—R. H. Davis, Davis Bros. Drug Co., Denver, Col.

Credits and Collections—B. B. Gilmer, Southern Drug Co., Houston, Texas.

Drug Market—F. J. McDonough, McKesson & Robbins, New York City.

Employers' Liability and Workmen's Compensation, R. W. Blanding. Blanding and Blanding, Providence, R. I.

Fire Insurance—Walter Leich, Charles Leich & Co., Evansville, Ind.

Legislation—Charles Gibson, Gibson-Snow Company, Albany, N. Y.

Local Associations—Henry D. Faxon, Faxon & Gallagher Drug Co., Kansas City, Mo.

Membership—John W. Durr, Durr Drug Company, Montgomery, Ala.

Memorials of Deceased Members—H. J. Schnell, New York City.

Paints, Oils and Glass—A. L. Hilles, jr., Robert Shoemaker & Co., Philadelphia.

Rates and Routes—Romaine Pierson, New York City.

Trade Marks—A. M. Stewart, Thomas Leeming & Co., New York City.

Transportation—W. W. Gibson, Gibson-Snow Co., Buffalo, N. Y.

Salesmen and Selling Methods—L. Schiff, Western Wholesale Drug Co., Los Angeles, Calif.

Proprietary Goods—F. E. Bogart, Farrand, Williams & Clark, Detroit, Mich.

Quality of Medicinal Products—Herbert R. McIlvaine, McIlvaine Bros., Philadelphia, Pa.

Uniform Accounting—Sewall D. Andrews, Minneapolis Drug Co., Minneapolis, Minn.

Prize Contest—T. E. Caruso, Lehn & Fink, Inc., New York City.

Metric Weights and Measures—Adolph W. Miller, Aschenbach & Miller, Philadelphia, Pa.

#### LARGER DEMAND FOR SULFURIC ACID

(Special to DRUG AND CHEMICAL MARKETS)

Baltimore, Nov. 2.—C. Wilbur Miller, president of the Davison Chemical Co., in discussing business conditions, said that a marked improvement had taken place of late in the acid trade. He predicted that an era of activity would set in immediately after the railroad labor question is settled. Speaking of the Davison Company's affairs, he said:

"We closed down the chemical works in August to make some repairs and contemplated reopening them between Oct. 15 and Nov. 1. In September, however, there set in a demand for acid, and we were forced to rush the repairs and open the latter part of that month. The sulfuric acid trade is an excellent barometer of business conditions. Sulfuric acid is used in almost countless different ways, so that the demand for acid quickly reflects the conditions that obtain in many industries. The Davison Co., is running at about 80 per cent of capacity."

An involuntary petition in bankruptcy has been filed against the National Clay Products Co., Indianapolis, Ind.



## QUOTATIONS ON CHEMICAL STOCKS

	Bid	Asked		Bid	Asked
Aetna Expl. ....	10	10 1/4	Heyden Chem. ....	1 1/4	2
Aetna Expl., pf. ....	67	68	H'k Electro. ....	55	65
Alr Reduction. ....	37	39	H'k Electro, pf. ....	60	70
*Allied Chem. & D. 46 1/2	47	47	Int. Agricult. ....	7	7 1/2
*Allied Ch. & D., pf. 87 1/2	89	89	Int. Agricult., pf. ....	37 1/2	38
Am. Ag. Ch. ....	31 1/2	32	*Int. Nickel, pf. ....	13 1/2	14
*Am. Ag. Ch., pf. ....	55	55 1/2	*Int. Nickel, pf. ....	80	84
Am. Chicle. ....	8 1/2	10	*Int. Salt. ....	43	60
Am. Chicle, pf. ....	35	40	K. Solvay. ....	60	60
*Am. Cot. Oil. ....	18 1/2	19	*Mathleson Alk. ....	12	19
*Am. Cot. Oil, pf. ....	39	40	Merck & Co., pf. ....	55	65
Am. Cyan. ....	15	20	Merrimac. ....	77	79
*Am. Cyan., pf. ....	35	45	Murford Co. ....	45	50
*Am. Druggists S. ....	5	5 1/2	Mutual Co. ....	150	150
Am. Glue. ....	45	45	*National Lead. ....	75	76
Am. Glue, pf. ....	65	70	*National Lead, pf. 102 1/2	103	103
*Am. Linseed. ....	24	25	N. J. Zinc. ....	126	127
*Am. Linseed, pf. ....	48	50	Niag. A., pf. ....	96	100
*Am. Malt. ....	12	13	Parke, Davis & Co. 83	83 1/4	83 1/4
*Am. Zinc. ....	9	9 1/2	Penn. Salt. ....	65	67
*Amer. Zinc, pf. ....	29	30	People's Gas, Chi. 51 1/2	52	52
Atlas Powder. ....	112	112	Procter & Gamble. 676	685	685
Atlas Powd., pf. ....	67	70	Procter & Gam., pf. 101	101 1/4	101 1/4
British Am. Chem. ....	1	1	Rollin Ch. ....	50	60
By. Prod. Co. ....	57	65	Rel. Ch., pf. ....	80	90
Carborundum. ....	135 1/2	135 1/2	Royal Baking Po. ....	80	85
Carborundum, pf. ....	115 1/2	116	Royal Bak. Po., pf. 81	85	85
Casolin Co. ....	30	45	Sherwin-Williams. 520	540	540
Celloid Co., pf. ....	104	104 1/2	Stand. Ch. ....	90	100
Celloid Co., pf. ....	104	105	Swan & Finch. ....	35	39
Ches. Mfg. ....	165	165	*Tenn. C. & Chem. 8	8 1/2	8 1/2
Ches. Mfg., pf. ....	99	99	Tex. Gulf. Sul. ....	27	27 1/2
*Corn Products. ....	82	82 1/2	Union Carbide. ....	42 1/2	43
*Corn Products, pf. 107	108	108	Union Sulphur. ....	65 1/2	65 1/2
*Davison Chem. ....	40	41	*Un. Drug. 1st pf. 38	40	40
Dow Chem. ....	200	200	*Un. Drug. 2nd pf. 56	60	60
Dow Ch., pf. ....	103	103	*Un. Dyewood, pf. 94	96	96
Du Pont. ....	100	108	Un. Gas, Imp. ....	33	33 1/2
Du Pont, pf. ....	67	69	Un. Gas, Imp., pf. 49 1/2	50	50
*Freepont, Tex. Sul. 14 1/2	15	15	U. S. Gypsum. ....	47	47 1/2
*Freepont, Tex. Sul. pf. 91	92	92	*U. S. Indus. Al. ....	47	47 1/2
Grasselli. ....	130	130	*U. S. Indus. Al., pf. ....	85	85
Grasselli, pf. ....	60	60	*Va.-Car. Ch. ....	28	28 1/2
Hercules. ....	130	136	*Va.-Car. Ch., pf. ....	69	72 1/2
Hercules, Powd., pf. 84	88	88	*V. Vivaldoux. ....	7 1/2	7 1/2

\*Listed on New York Stock Exchange

## New Incorporations

Hans Hinrichs Chemical Corp., Manhattan, capital \$75,000. R. B. Bradley, W. F. Elsing. Attorney, W. J. Rose, 27 William st. Gotham Asbestos and Minerals, Manhattan, capital \$25,000. M. L. Hamburger. E. Goodman. Attorney, J. J. Lazaroe, 25 W. 42nd st.

Romanita Products Corp., Buffalo, capital \$500,000. Cement and tile. R. M. Holser, E. A. Willson, A. L. Kink. Attorney A. Fybusch, Buffalo.

Beaver Drug Co., Ltd., Toronto, Canada, capital \$5,000,000. To manufacture chemicals and dyestuffs.

Progress Process Co., Dover, Del., capital \$660,000. Minerals, chemicals. T. K. Helm, J. Blakely Helm, Jas. P. Helm, Jr., Louisville, Ky. Incorporated by Corporation Trust Co. of America.

Texas Mica Co., Dover, Del., capital \$50,000. Incorporated by the Corporation Service Co., Wilmington.

Bond Chemical Products Corp., Dover, Del., capital \$100,000. Chemists. Incorporated by the Colonial Charter Co., Wilmington.

Rubins Chemical Works, Dover, Del., capital \$25,000. Incorporated by the Colonial Charter Co., Wilmington.

Nepon Drug and Chemical Co., Rockaway Park, Long Island, capital \$50,000. G. F. Wolfe, T. J. Smith, J. Clark. Attorney, J. Shalleck, 132 W. 42nd st., New York.

Industrial Gas Co., Dunbar, W. Va., capital \$2,000,000.

Natural Tale Mining Corp. of America, 776 Broad st., Newark, N. J., capital \$250,000. To mine tale.

Consumers Oil and Grease Co., Dover, Del., capital \$100,000. W. W. Turner, F. A. Huff, W. M. Huff, Reno, Pa. Incorporated by the Corporation Service Co.

Laing Oil Co., Dover, Del., capital \$200,000. A. C. Lawrence, E. S. White, A. G. Thompson, Charleston, W. Va. Incorporated by the Registration Trust Co.

New Process Acid Co., Manhattan, capital 500 shares preferred stock, \$50 each; 2,000 shares common stock, no par value; active capital \$10,000. T. P. Harney, G. A. Farrington, M. F. Chase. Attorney, F. J. Knorr, Albany.

Designations—W. R. Hollingshead Chemical Co., incorporated under the laws of Delaware, capital \$1,000,000. Representatives, R. Hollingshead and C. M. Reynolds, Binghamton, N. Y.

The Diamond Match Co., has declared the regular quarterly dividend of 2 per cent, payable Dec. 15 to holders of record Nov. 30.

The E. I. du Pont de Nemours Powder Co., has obtained judgment for \$409.91 against Charles Hamilton and John V. Monahan.

## TENNESSEE COPPER CO. EXPANDING

The New York Stock Exchange has authorized the listing of 794,224 shares of common stock of the Tennessee Copper & Chemical Corp., no par value in exchange for outstanding stock trust certificates therefor; with authority to add 5,776 shares of such stock on official notice from time to time that the same have been issued either in exchange for stock trust certificates, for common stock of the Tennessee Copper Co., or on official notice of issuance and payment or in full, making the total applied for 800,000 shares. Certificates of common stock will be deliverable on and after Oct. 31 at Columbia Trust Co., 60 Broadway, New York, the depositary and agent of the voting trustees.

The corporation pursuant to plans to enter into the fertilizer business, caused to be organized the Southern Agricultural Chemical Corp. (incorp. Aug. 2, 1919) in Virginia, with an authorized capital of \$1,000,000 par \$100 says the "Financial Chronicle." The entire capital has been purchased by Tennessee Copper & Chemical Corp. for cash at par. The funds derived from the sale were used to purchase a building site, consisting of 56.7 acres of land at East Point (Atlanta), Ga., and the erection of a modern acidulating plant, having a nominal rated capacity of 100,000 tons of acid phosphate per year, and it is now engaged in the manufacture of acid phosphate at that plant. The Southern Agricultural Chemical Corp. has also purchased a building site consisting of 41.75 acres for an additional acidulating plant in Hamilton County, O., and 1,715.44 acres of phosphate rock-bearing ground in Polk County, Fla. Of these rock properties 1,246 acres were purchased by the Tennessee Copper and Chemical Corp., which in part payment therefor issued to the seller its nine promissory notes aggregating \$449,000, all payable July 1, 1929, and to secure the payment of said notes it executed and delivered a purchase money mortgage covering the said property.

On Aug. 16, 1920, Corporation also caused to be organized the Southern Agricultural Tank Line in Ga., with an authorized capital of \$1,000,000 par \$100, all of which has been purchased by the Tennessee Copper & Chemical Corp. for cash at par. It was organized to acquire and operate tank cars to be used in the delivery of sulfuric acid produced by the Tennessee Copper Co. at Copperhill, Tenn., and box cars to be used by the Southern Agricultural Chemical Corp. in the movement of phosphate rock from Florida to its East Point plant. The Tank Line is now engaged in the transaction of this business. It has purchased and now owns 175 converted refrigerator cars and 384 standard gauge tank cars, of from 6,000 to 8,000 gallons capacity. The Tank Line from date of incorporation to Aug. 31, 1921, has made net earnings of \$153,076 out of which a dividend of \$50,000 being \$5 per share, has been paid.

The output of Tennessee Copper Co. for 1919 and 1920 was: 1919 Copper 10,414,815 pounds; sulfuric acid 266,627 tons; 1920 Copper 10,358,237 pounds; sulfuric acid 333,629 tons. The indicated output for 1921 is 8,127,296 pounds copper and 236,707 tons of sulfuric acid.

The statement of earnings of the Corn Products Refining Co. for the nine months ended Sept. 30, 1921, shows net earnings after charges and taxes of \$6,634,991, compared with \$14,105,206 in the corresponding period of 1920. Surplus earnings available for the stock aggregated \$5,058,480, which, after preferred dividends, was equivalent to \$7.54 a share earned on the \$49,784,000 of common stock outstanding. In the first nine months of last year surplus earnings were equal to \$22.20 a share on the stock outstanding.

The directors of Massachusetts Gas have declared the regular semi-annual dividend of 2 per cent on the preferred stock, payable Dec. 1 to stock of record Nov. 15.

## The Heavy Chemical Market

Current Spot Quotations of Heavy Chemicals, Pages 932-933

### IMPORTED MATERIAL QUOTED HIGHER

**Advances Announced on Barium Chloride, Caustic Potash and Prussiates—Alums From Abroad Are Firmer—New York Market Easy and Sluggish—No Improvement in German Situation**

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced	
Barium Chloride, \$10 ton	Sodium Bichromate, ¼c lb.
Potash Caustic, (Imp), ¼c lb.	Soda Prussiate, ¼c lb.
Declined	
No Declines	

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetic Acid, Glacial .....	\$10	\$10	\$10	\$11½
Sulfuric Acid, 66 deg. ....	17.00	17.00	18.00	21.00
Bleaching Powder Works, 100 lbs.	2.25	2.25	2.05	6.00
Copper Sulfate .....	5.00	5.00	5.00	7.25
Potash, Caustic .....	.66	.05½	.04½	.32
Saltpetre, gran .....	.07¾	.07¾	.09¾	.13
Soda Ash, 58 p.c. ....	2.15	2.15	2.15	2.15
Caustic Soda, 76 p.c. ....	4.00	4.00	3.90	4.10
Potassium Bichromate .....	.11	.11	.11¾	.26
<b>Average</b> .....	<b>3.428</b>	<b>3.428</b>	<b>3.507</b>	<b>4.540</b>

Recent improvement in the heavy chemical field has lagged a little during the past week, although on the whole business for October was of very fair proportions and few factors in the trade have grounds for serious complaint. The cause of the failure of further improvement at this time is thought by some to be the rather heavy purchases by jobbers a few weeks ago in anticipation of the railroad strike, but generally this factor is believed to be overestimated as such buying was not by any means general. With the exception of imported materials, the market has returned to some extent to an easy, more or less sluggish basis. Prices from abroad continue to advance, especially from England and Germany. The industrial condition of Germany is no better, and the establishment of a definite gold value for paper marks by the Reichsbank has failed to restore confidence in German currency even at home. Speculative movements in marks continue erratic in the extreme, and buyers of German commodi-

ties here are well satisfied to conduct their operations in American currency rather than be forced to trade as well in such a shifty exchange. Increasing importance is attaching to the various export restrictions being placed by the German Government from time to time as these interfere with American trade there.

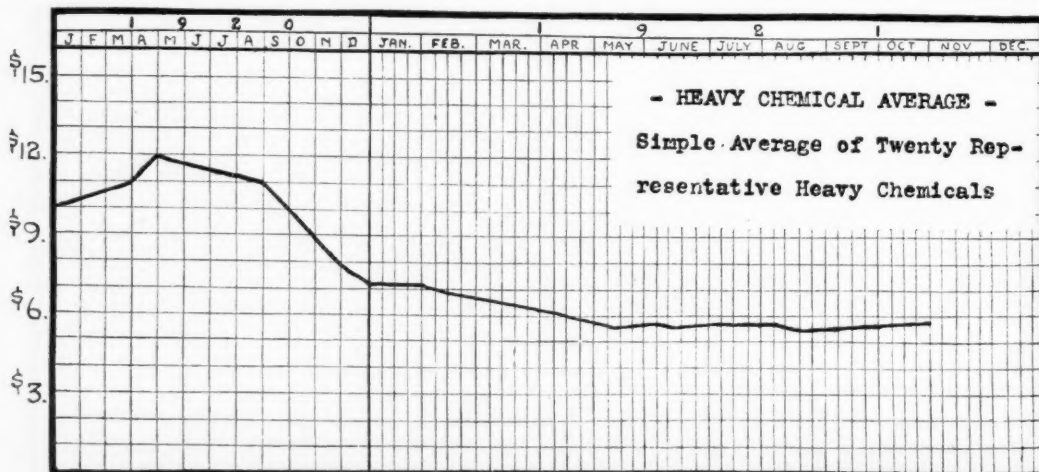
Prices on domestic materials are somewhat easier although showing no definite reductions. It seems hardly probable that definite reductions will appear for the present except in cases where there is unusually keen competition among sellers. Those items which were weakened before by foreign competition are recovering to some extent on the higher prices named from abroad. Import prices are higher on barium chloride, caustic potash, and prussiate. Carbonate of potash shows signs of reviving on higher import prices. Alums from abroad are firmer and demand here is improving. Sodium bichromate is a trifle firmer at a slightly higher figure. The alkalis are holding firm but no contract prices have been named as yet for 1922.

**Acid, Acetic**—Prices are steady at former levels based on \$2.50@\$2.75 per hundred for 28 per cent acetic in barrels. Glacial is held at 10c@11c per pound according to seller. Export demand for acetate of lime is expected to strengthen the acetic acid market, especially on account of the improved demand for acid from the textile trades.

**Acid, Muriatic**—Prices are unchanged on a routine demand. The price basis remains at \$1.50@\$2.00 per hundred for 20 degree acid in carlots and less in carboys.

**Acid, Mixed**—Slight improvement is noted in the demand for mixed acid. Prices are unchanged at 9¾c @10c per unit of nitric and 1c@1¼c per unit of sulfuric.

**Acid, Sulfuric**—The movement of sulfuric acid into consuming channels for the month of October has been highly gratifying, and reports indicate that plants in this section are running at something like 75 per cent of capacity. It is quite probable that in the fertilizer districts the output is even greater. Prices are not changed, as the increase in demand has been gradual and steady without outstanding features that might induce fluctuations. The quoted basis is \$17.00@\$18.00



per ton for 66 degree acid in tank cars at works and \$11.00@12.00 per ton for 60 degree.

**Alum**—A decided element of strength has been introduced into the alum market by higher prices and restricted exports from abroad. Spot imported ammonia alum is about  $\frac{1}{4}$ c per pound firmer at  $3\frac{3}{4}$ c@4c per pound for lump against a domestic price of 4c@4 $\frac{1}{4}$ c. Imported lump potash is quoted fractionally lower at  $3\frac{1}{2}$ c@ $3\frac{3}{4}$ c per pound against  $5\frac{3}{4}$ c@6c per pound named by makers.

**Ammonium Chloride**—Importers prices are firmer and there is no inducement now to buy from them. Gray and white granulated are quoted at 7c@7 $\frac{1}{4}$ c per pound by makers. Importers quote 7c@7 $\frac{1}{4}$ c on gray and  $7\frac{1}{2}$ c@7 $\frac{3}{4}$ c on white granulated.

**Ammonium Sulfate**—Works delivery on domestic bulk goods has lost some of the artificial inflation of a few weeks ago and is quoted at \$2.30 per hundred. Export packages are held at \$2.60@2.75 per hundred f.a.s. according to seller.

**Arsenic**—White arsenic is inactive at  $5\frac{1}{2}$ c@6c per pound according to holder and delivery. Efforts to induce inactivity have had little effect.

**Barium Chloride**—Importers have been forced to raise their prices on higher prices quoted from foreign sources. Present quotations on the spot are very firm at \$60.00 per ton from both importers and makers. Shipment from Germany can be had at slight concessions but the uncertainty of both shipments and arrivals more than balances the possible saving on cost.

**Bleaching Powder**—The market is showing little activity with makers in control of stocks at \$2.25 per hundred f.o.b. works. Other deliveries at proportionate advances. No contract figures for 1922 have been named.

**Copper Sulfate**—In spite of efforts of some makers to make it do so, copper sulfate has failed to follow recent metal fluctuations. According to brand \$5.00@5.65 per hundred is asked for carlots and less. Imported material is of little or no importance in the situation, and the low prices are due primarily to the efforts of some of the smaller makers.

**Copperas**—Spot lots are firm and it is doubtful if \$1.00 per hundred would be satisfactory to holders of spot bags. Quotations f.o.b. works are steady at \$15.00 per ton in bags and the quantity available is increasing.

**Potash, Caustic**—Importers have advanced their prices on firmer foreign markets and are now holding for 6c per pound with little hope of being able to replace present stocks at this figure. Makers are holding at 8c@10c per pound but are expected to bring this figure into line as the foreign situation becomes more stable.

**Potassium Bichromate**—Lower prices are quoted at 10 $\frac{3}{4}$ c@11c per pound.

**Potassium Carbonate**—Indications point to a more settled market in the near future at lower figures than those last quoted.

**Soda Ash**—Bags are held at \$2.15 per hundred on the spot against a makers price of \$1.62 $\frac{1}{2}$  per hundred basis 48 per cent works. No contract prices yet.

**Soda, Caustic**—Spot caustic is firm at \$4.00 per hundred as the inside. Sales of standard brands have been heard as high as \$4.15 per hundred. No contract figures for 1922 have been made public although there have been intimations that some buyers have had them.

**Sodium Bichromate**—Prices are firmer at 8c per pound.

**Soda Prussiate**—Further firmness abroad and shortness of stocks under continued demand have forced prices up to 14 $\frac{1}{2}$ c@14 $\frac{3}{4}$ c per pound with some holders refusing to shade 14 $\frac{3}{4}$ c.

## NEW CHEMICAL ASSOCIATION

(Continued from Page 906)

Interstate Products Corp., Bristol, Va., W. A. Williamson.

Nitro Powder Co., New York, N. Y., W. A. Williamson.

The Koppers Co., Pittsburgh, Pa., Hugh F. Smith.

Beaver Chemical Co., Inc., Damascus, Va., J. M. Smyth and John L. Christ.

Williamson & Co., New York, N. Y., W. A. Williamson.

Radiant Dye and Color Works, New York, N. Y., John Michel.

Rhodia Chemical Co., New York, N. Y., Max Mueller. Dermatological Research Institute, Philadelphia, Pa., Dr. George W. Raiziss.

Republic Color and Chemical Works, Reading, Pa., George H. Whaley.

Norvell Chemical Co., Perth Amboy, N. J., Donald McKesson.

New York Quinine & Chemical Works, New York, N. Y., Donald McKesson.

McKesson & Robbins, New York, N. Y., Donald McKesson.

Amalgamated Dyestuff & Chemical Works, Newark, N. J., George H. Whaley.

E. I. Dupont de Nemours & Co., Wilmington, Del., Charles N. Meade and M. R. Poucher.

John Campbell & Co., New York, N. Y., George H. Whaley.

Walker Chemical Co., Pittsburgh, Pa., C. G. Selden. Carbide & Carbon Chemicals Corp., New York, N. Y., L. H. Davis.

Van Dyke & Co., New York, N. Y., S. Iserman. Chemical Company of America, New York, N. Y., S. Iserman.

American Chemical Works, San Francisco, Calif., H. E. Boyrie.

Roessler & Hasslacher Chemical Co., New York, N. Y., Philip Schleussner.

The Coleman & Bell Co., Norwood, Ohio, A. B. Coleman.

Beaver Manufacturing Co., Ballardville, Mass., Philip R. French.

Suffler Scientific Laboratories, Monticello, N. Y., Lewis Hoyos.

Heyden Chemical Co., of America, New York, N. Y., F. H. Chamberlain.

Peerless Color Co., Bound Brook, N. J., R. W. Cornelison.

American Aniline Products Co., New York, N. Y., William J. Loeffler.

Uniform Color & Chemical Co., Perth Amboy, N. J., A. R. Ramsay and W. H. Van Winkle.

Tower Manufacturing Co., New York, N. Y., D. H. Jonas.

Pharma Chemical Corp., New York, N. Y., A. J. Farmer.

Marietta Refining Co., Marietta, O., J. F. Hollywood.

Newport Chemical Works, Passaic, N. J., C. N. Turner.

The London tin market is easier and the price for standard grades declined 10s for spot to £156 and 12s 6d for futures to £158 5s. There were sold 50 tons spot and 300 tons futures. Straits was also down 10s for spot at £156 10s, but the price of Eastern shipments advanced to £159 10s c. i. f. London on sales of 50 tons.

Swedish exports of superphosphates during the six months ended June last amounted to 12,190 metric tons, as compared with 18,532 metric tons during the corresponding period of 1920.

## The Fine Chemical Market

Current Spot Quotations of Fine Chemicals, Pages 928-929

### GREATER FIRMNESS IN MEDICINALS

Low Priced Stocks Removed From the New York Market and the Exchange Situation Better—Camphor Advanced by Makers—Metallic Bismuth and Mercury Higher—Oxalic Acid, Resale Salicylic and Imported Sodium Bromide Lower

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Bismuth Metal, 10c lb.	Hexamethylene, 1c lb.
Camphor, 10c lb.	Lithium Carbonate, 10c lb.
Cocoa Butter, 1c lb.	Mercury, \$3 flask
Declined	
Saccharin (resale) 5c lb.	Guaiacol, Liq., 25c lb.
Acid, Oxalic, 1c lb.	Hydroquinone, 20c lb.
Acid Salicylic (resale) 1c lb.	Sodium Bromide, Imp., 1c lb.
Aloin, 2c lb.	Silver Nitrate, 1/2c oz.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Acetanilid .....	\$.33	\$.33	\$.33	\$.50
Acid Citric, resellers .....	.45	.45	.45	.58
Calomel, American .....	.82	.82	.82	1.19
Camphor, Jap., ref. ....	.85	.74	.72	1.18
Caffeine, Alkaloid .....	5.25	5.25	5.25	7.40
Iodine, Resublimed .....	3.50	3.50	3.50	4.35
Menthol .....	4.75	4.75	4.50	5.50
Morphine Sulfate .....	4.80	4.80	4.80	7.80
Potassium Bromide, Cryst. ....	.19	.19	.19	.63
Quinine Sulfate, Import. ....	.68	.68	.66	.70
Sodium Salicylate .....	.25	.25	.28	.50
Strychnine Sulfate .....	1.15	1.15	1.35	1.55
<b>Average .....</b>	<b>1.94</b>	<b>1.93</b>	<b>1.94</b>	<b>2.62</b>

Greater firmness is noted in the market for medicinals. Low priced lots are being gradually moved out of the market, and the foreign situation looks stronger. Germany's position as to the future is still in doubt, but all other exchanges have been stronger and have moved up slightly. The complete collapse of Germany is expected by many in the not far distant future, and it is felt that such a collapse will mean a complete rearrangement of the entire commercial world. In the meantime buyers are a bit more confident and are clearing out cheap stocks in the spot market. Prices are tending to firmness throughout the list. The

effect of the rail strike and its recall were nil as no preparations had been made in the trade to meet an emergency which was generally expected to fail to materialize.

Chief in importance of the week's price revisions was the advance on camphor by all holders. Makers advanced metallic bismuth. Mercury was advanced again. Cocoa butter has been advanced further. Hexamethylene is higher. Lithium carbonate is up. Resale saccharin is firm and higher. Makers of oxalic acid are engaged in a price war and prices are lower. Resale salicylic acid is lower. Imported sodium bromide is lower. Aloin has been reduced. Menthol is firm at the recent advance. Nitrate of silver is lower but will probably advance with metal prices. Bismuth salts are unchanged. Makers have reduced hydroquinone.

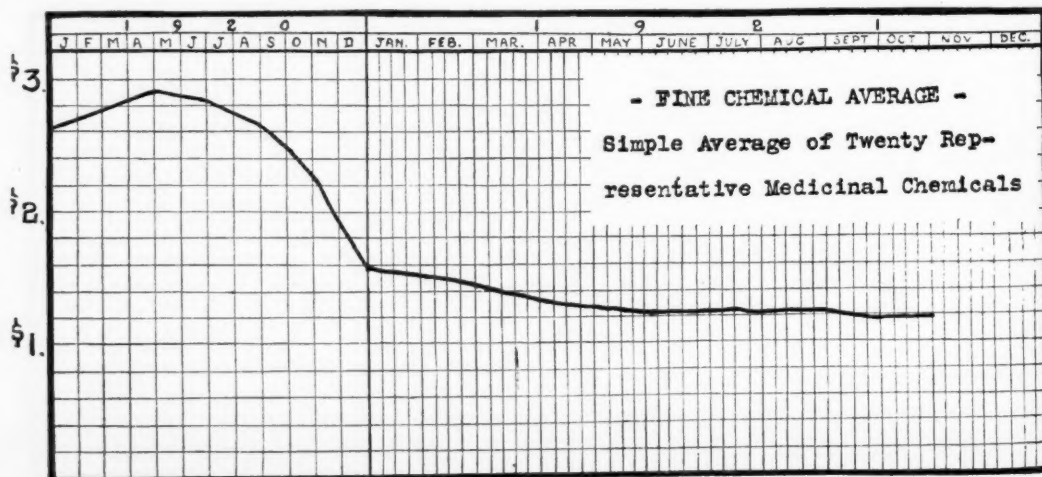
**Acetphenetidin**—Manufacturers are holding their prices firm at \$1.65 which is low in the absence of any considerable lots in resale hands. Demand is improving.

**Acid, Citric**—Imported citric is a trifle weaker at 44 1/2c@45c per pound on the spot. Makers hold to 47c and 48c for crystals and powder.

**Acid, Oxalic**—Price cutting between manufacturers is forcing prices down. Each states that he is willing to meet the others' prices and sales were made late in the week as low as 12 1/2c per pound. It is not impossible that this price might be bettered in the near future as "war to the finish" has been declared. Other makers not engaged in the price duel are quoting up to 15c per pound. Spot goods sold over the week end as high as 14 1/2c per pound, as warehouse stocks are very low at present.

**Acid, Salicylic**—Resellers are naming slightly lower figures at 19c per pound. Makers quote 20c.

**Alcohol**—Prices are unchanged at \$4.70 per gallon for U. S. P. 190 proof from makers. Resellers can do \$4.65. Completely denatured is quoted at 40c@42c per gallon. Export U. S. P. spirits is quoted at 45c@47c. Refined wood alcohol is quoted at 65c and 70c per gallon for 95 per cent and 97 per cent respectively. Pure methanol is quoted at 85c@90c per gallon by





distillers. Resellers are unable to better makers' figures.

**Alain**—Lower prices are quoted at 88c@90c per pound for powdered.

**Bismuth**—Metallic bismuth has been advanced by makers to \$1.65@\$1.70 per pound. Bismuth salts are unchanged but firmer on the rise in metal.

**Bromides**—Sodium bromide is lower in importers hands at 15c@16c per pound against a makers' figure of 20c. Potassium bromide is quoted unchanged at 14c@16c per pound by importers and 19c by makers. Ammonium bromide is quoted at 20c@22c per pound by importers and 28c by makers.

**Camphor**—All camphor prices were advanced 10c per pound during the week. The basic price for American refined was advanced to 85c per pound in bulk. Jap refined was advanced to 85c per pound in 2½ pound slabs and 90c@95c for tablets according to size. Chinese crude could not be had below 60c and Chinese refined was held for 83c per pound. Makers of monobromated camphor are firmer in their views at \$1.60@\$1.65 per pound.

**Cocoa Butter**—Bulk cocoa butter is firmer at 29c@30c per pound with some holders refusing to shade 30c. Fingers are unchanged at 34½c@35½c.

**Cod Liver Oil**—Reports from Newfoundland state that the market there is dead. Spot holders here are giving little with Newfoundland oil but report Norwegian firmer. The former is quoted at \$16.00@\$18.00 per barrel and the latter at \$17.50@\$18.50.

**Cream of Tartar**—Imported is slightly firmer at 26c@27c per pound. Domestic is held at 33c.

**Epsom Salt**—The market has been steady but not as active as might be desired. Prices on U. S. P. are quoted at \$2.50@\$2.75 per hundred.

**Guaiacol**—Liquid guaiacol is quoted lower at \$2.75@\$3.00 per pound. Carbonate is unchanged at \$3.75@\$4.00 per pound. Supplies are heavy, and holders are hoping to move them to consumers on the decline.

**Hexamethylene**—Prices are a trifle firmer and it is doubtful if less than 74c per pound can be done at present.

**Hydroquinone**—Makers have reduced their prices and are now quoting \$1.05 per pound. Demand has not been sufficient to support the keen competition between sellers.

**Menthol**—The advance of last week has been well maintained. No offers at less than \$4.75 per pound for case lots were heard, and it is doubtful if this figure can be bettered at present.

**Mercury**—The uncertain situation of last week is clearing up a trifle, and prices are quoted as a consequence. Nothing could be found over the week end below \$40.00 per flask. Firmness in Italy continues and is taken as an excuse for the advance here.

**Methyl Acetone**—Makers quote 70c@72c per gallon. **Potassium Permanganate**—The uncertainty of the German situation has forced prices here into a firmer position. Present quotations are very firm at 18½c per pound for imported U. S. P. permanganate.

**Quinine**—Jap and Java quinine are holding well at 67½c@68c per ounce. Reports of shading below these levels are emphatically denied, and the firmness of bark in primary markets points to continued firmness. Domestic makers hold at 70c per ounce in 100 ounce tins.

**Saccharin**—Resale saccharin is firmer at \$2.05@\$2.10 per pound. Makers hold U. S. P. at \$2.25 per pound.

**Silver Nitrate**—Prices followed metal down during the week and recovered slightly over the week end. The net loss was ½c an ounce at the present quoted level of 47c@48c per ounce.

## RESTRICTIONS ON BREWING OF BEER

Washington, D. C., Nov. 2—The regulations issued by the Bureau of Internal Revenue, providing for the sale of beer on a physician's prescription, contain the following references to the manufacture of beer:

The proprietor of a de-alcoholizing plant, industrial alcohol plant, or vinegar factory using the vaporizing process who is a manufacturer of cereal beverages, or beverages containing less than one-half of one per centum of alcohol, may not under such qualifications or permit manufacture intoxicating malt liquors for medicinal purposes. A duly qualified brewer obtaining permit as aforesaid may manufacture intoxicating malt liquors for sale for medicinal purposes and for transfer from the brewery premises either to a contiguous industrial alcohol plant for use as distilling material or to a de-alcoholizing plant as provided by article six. The de-alcoholizing or distilling of intoxicating malt liquors cannot be done on the premises described in the brewer's notice as the brewery premises. Industrial alcohol plants and de-alcoholizing plants must be completely separated from the brewery premises, and if under the same roof such establishments or plants must be separated by a solid partition as provided.

The removal of intoxicating malt liquors from the brewery premises to a contiguous industrial alcohol plant or de-alcoholizing plant shall be in accordance with the provisions, the quantity of liquors thus removed to be determined as therein provided, and the necessary records kept as required by these regulations. Where the industrial alcohol plant, the de-alcoholizing plant and the brewery are operated by the same person, no permit to purchase (form 1410A), covering such removals will be required, unless transportation by carrier is involved.

Liquids containing less than one-half of 1 per centum of alcohol by volume produced at industrial alcohol plants or de-alcoholizing plants operated by the brewer may be returned to the brewery premises for manipulation by cooling, flavoring, carbonating, settling and filtering in order to place same in a marketable condition as cereal beverages.

The de-alcoholized liquids thus returned to the brewery premises for manipulation must at all times be kept separate and distinct from the intoxicating malt liquors manufactured for medicinal purposes, and in tanks, vats or other containers designated and set apart exclusively for such purpose.

When the process of manipulation is completed and the cereal beverage drawn off into kegs, barrels or other bulk containers, such containers shall be immediately labeled and promptly removed from the place or places where intoxicating malt liquors are kept or in process of manufacture and stored in some separate room or building.

## FUSEL OIL CASE IS APPEALED

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2—The Commercial Solvents Co., has filed an appeal with the Court of Appeals of the District of Columbia in connection with its case against the Dye and Chemical Control Section of the Customs Service. The Solvents Company filed a case some time ago in the Supreme Court of the District of Columbia, contending that the Dye and Chemical Control Section had made a wrong decision in connection with the importation of fusel oil into the United States. The case was heard and the court decided that it did not have jurisdiction in the case. Hence the appeal.

In the course of a lecture, reported in the Melbourne "Herald," Dr. Hargreaves, director of chemistry in the South Australian Industrial Department, said there was produced annually, within a 100-mile radius of Adelaide, upward of half a million tons of straw, practically all of which was allowed to go to waste. Incidentally, he said, all the paper wanted in Australia could be made from straw if the people were enterprising enough. Eighty gallons of alcohol could be obtained from every ton of straw. A total of 40,000,000 gallons of alcohol could be produced from the straw wasted, which would be fourteen times as much as all the petrol imported into South Australia and would be more than enough to supply the whole of Australia.

The Baltimore Branch of the American Pharmaceutical Association was addressed, last week, at the Emerson Hotel by Dr. Herman Engelhardt, of Sharp & Dohme; Samuel Y. Harriss, Dr. E. F. Kelly, dean of the Department of Pharmacy, University of Maryland, and others on the work at the meeting of the American Pharmaceutical Association in New Orleans.



## The Intermediate and Dye Market

Current Spot Quotations of Intermediates and Dyes, Pages 934-935

### TEXTILE DEMAND FOR DYES INCREASING

**Intermediates Moving More Freely—Competition Between Makers Results In Sales On Private Terms at Prices Below the Market—Phenol and Naphthalene Firmer**

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

Advanced

Naphthalene (resale)  $\frac{3}{4}$ c lb. Phenol, (resale)  $\frac{3}{4}$ c lb.

Declined

No Declines

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Benzene, C. P. .... gal.	\$.27	\$.27	\$.27	\$.35
Naphthalene, flake .... lb.	.07	.05 $\frac{3}{4}$	.07	.11
Phenol .... lb.	.09	.08 $\frac{3}{4}$	.09	.12
Xylene, 10 degrees .... gal.	.35	.35	.45	.45
Toluene, pure .... gal.	.28	.28	.28	.35
Aniline Oil .... lb.	.17 $\frac{1}{2}$	.17 $\frac{1}{2}$	.20	.26
Benzaldehyde .... lb.	.45	.45	.45	.45
Betanaphthol, dist. .... lb.	.30	.30	.34	.46
Paranitroaniline .... lb.	.77	.77	.80	1.10
o-Toluidine .... lb.	.25	.25	.25	.27
Average .....	0.300	0.299	0.317	0.390

Improvement in the dye trade continues as various branches of the textile industry increase their output. The wool yarn trade has been particularly active during the week and has demanded increasingly larger lots of dyes. Cotton spinning is improving but less markedly than wool. The threatened rail strike had practically no effect on trade, as few factors believed that it would come to a head, or that its effect would be pronounced if it did. Intermediates are moving in a little better volume but competition between makers is resulting in sales at private terms below those openly quoted. Interest has centered in the conference in Washington looking to the formation of an association of coal tar manufacturers for the purpose of fighting for the licensing measure with a united front. The extension of the Emergency Tariff Act is looked upon as a highly promising sign, and it is believed that, by uniting in an association as planned, the dye and coal

tar industries can place their case before Congress in such a way as to convince the necessary majority.

Prices, as openly quoted, have shown no important changes during the week. In the majority of cases where sales have been made it has been noticed that makers are willing to bid against each other on the price question, which is still of chief importance to buyers. There is hardly a price in the list that cannot be shaded considerably on firm business. Beta-naphthol is still one of the most competitive items. Aniline oil is lagging slightly with makers unable to cut prices and resellers, without stocks. Para-nitroaniline is quoted unchanged. Phenol and naphthalene are slightly firmer. Benzene is still quite scarce although production is gradually increasing.

#### Coal Tar Crudes

**Benzene**—Supplies in first hands are showing a continued increase, but in spite of this some consumers are still encountering difficulty in operating continuously. Resellers are out of the market. Quotations are unchanged at 27c@33c per gallon in tank cars and drums, but refiners are still portioning out their supplies and have no surplus to offer in the open market.

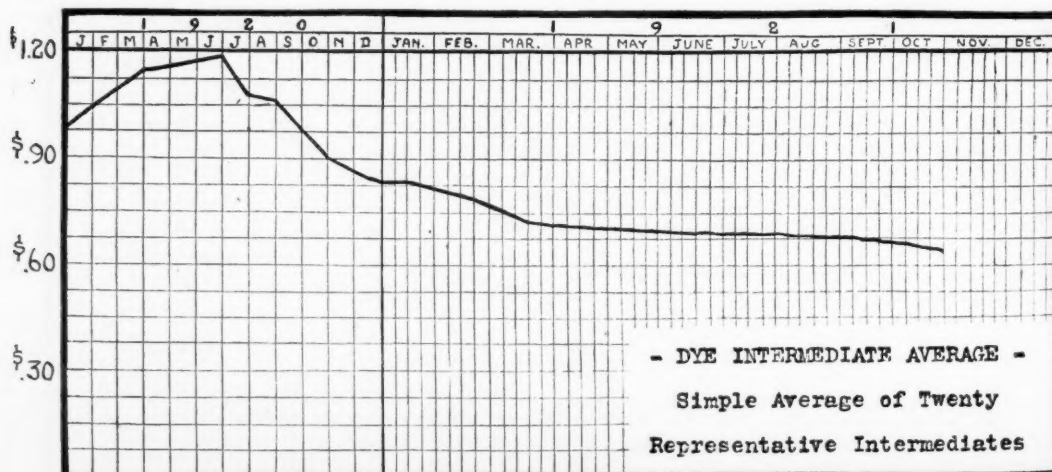
**Naphthalene**—Resale flake naphthalene is slightly firmer with 7c quoted as the inside. The difference seems to be more in the attitude of holders than in increased interest from consumers. Makers quote flake at 7 $\frac{1}{2}$ c@8 $\frac{1}{2}$ c per pound and balls at 8 $\frac{1}{2}$ c@9 $\frac{1}{2}$ c per pound. The market generally is easy.

**Phenol**—Resellers are firmer in their ideas as weak stocks have been gradually worked off into consuming channels. It is doubtful if better than 9c per pound can be done now for large drums and some holders are quoting 10c. Government agents hold their quoted level of 12c@17c per pound according to quantity and packing.

**Toluene**—Supplies are easy and demand scattered. Prices in first hands are quoted unchanged at 28c@34c per gallon in tanks and drums.

#### Intermediates

**Acid, Anthranilic**—Technical anthranilic is quoted at \$1.10@\$1.25 per pound according to brand and quantity.



ity. Pure acid is held at \$1.40@\$1.50 per pound according to quantity. Demand is slow.

**Acid, Gamma**—Weakness still characterizes gamma acid and prices are set generally according to the amount of other stuff ordered at the same time. Open quotations are \$2.25@\$2.70 per pound according to maker.

**Acid, "H"**—Prices are quoted at \$1.10@\$1.15 per pound but it is probable that \$1.05 would not be refused.

**Acid, Picramic**—Makers name 75c@80c per pound according to quantity and are not carrying stocks of any considerable size.

**Alpha-naphthylamine**—Quotations are given as 35c@37c per pound by makers who are well agreed at this level. There seems to be no pronounced tendency to shade prices in this item, although consumers are not active.

**Aniline Oil**—Prices are slightly firmer at the former quoted levels. Makers name 18c@19c per pound. Resellers are not offering as freely as before and it is doubtful if they can do much better than makers' prices. Rumors of shading by makers for large lot business continue but no confirmation could be had.

**Benzidine**—Better movement is noted in benzidine base at \$1.00@\$1.05 per pound. It is possible to shade these prices slightly for quantity business but as a rule they are well held. Sulfate is unchanged at 75c@80c per pound.

**Beta-naphthol**—Openly quoted prices of 30c per pound are heard in some directions, although other makers are willing to admit less than 32c per pound. Demand has been slow and pressure from sellers continues. Resellers appear unable to better 30c per pound.

**Dimethylaniline**—Prices are unchanged at 45c per pound from makers. Demand is slightly better.

**G Salt**—Quotations are held at 70c@80c per pound with some demand.

**Michler's Ketone**—It is possible to shade the openly quoted price of \$4.00 per pound very considerably on firm business but makers are unwilling to alter the quoted value except where actual business is in sight.

**Nitrobenzene**—Prices quoted by makers are 10c@12c per pound according to quantity. The scarcity of benzene prevents shading of this price.

**Para-nitroaniline**—Quotations are held at 77c@82c per pound according to brand. Price cutting for firm business is noted in many directions but makers still refuse to admit it.

#### CHEMICAL PAPERS AT GAS ASSOCIATION

The annual meeting of the American Gas Association will be held in Chicago, Nov. 7 to 12, at the Congress and Auditorium Hotels. On Thursday, Nov. 10, the following reports and papers will be read:

Report of chemical committee, C. A. Lunn, chairman, Consolidated Gas Co., New York, N. Y.

Report of purification committee, A. C. Fieldner, chairman, Bureau of Mines, Pittsburgh, Pa.

Effect of moisture on activity and capacity of iron oxides for gas purification, William A. Dunkley, Bureau of Mines, Urbana, Ill.

Seaboard liquid process for gas purification, F. W. Sperr, Jr., Koppers Co., Pittsburgh, Pa.

Determination of hydrogen sulfide in illuminating gas, C. W. Jordan, United Gas Improvement Co., Philadelphia, Pa., and W. H. Fulweiler, United Gas Improvement Co., Philadelphia, Pa.

A paper, "Why Should Gas Companies Sell Their Tar to Distillers Instead of Working It Themselves?" by R. P. Perry, vice-president The Barrett Co.

### The Editor's Correspondence

#### MR. METZ STATES HIS POSITION

Editor, DRUG & CHEMICAL MARKETS:

Referring to the letter signed by "J. T. Simpson," published in the DRUG & CHEMICAL MARKETS, issue of October 26, 1921, under the caption "Colonel Metz's Logic Criticized," my recent statement to the effect that the German dye plants were operating at less than fifty per cent of the 1913 capacity, was a refutation of the statements which have been frequently made, both verbally and in the press, to the effect that the German dye industry was operating at equal to, or greater than, pre-war capacity, the object of these erroneous statements being to make the public believe that the German dye manufacturers were producing large quantities of dyes and storing them up so as to flood the American markets at the first opportunity.

I answer this communication signed by "J. T. Simpson" although I have no knowledge who this gentleman may be.

I wish to reiterate my position on protection for the American dye industry,—that no tariff rate can be adopted which will be too high for me in protecting the two dye plants in which I am interested, but I am unalterably opposed to the creation of any "Chinese Wall" which will prevent or delay the importation of dyes essential for the needs of the domestic dyestuff consumers, thereby handicapping them in competing with finished products from abroad.

New York, Oct. 27.

H. A. METZ.

#### COLORS IN SHOES AND HOSIERY

Members of the Textile Color Card Association and representatives of leading hosiery manufacturers attended the meeting of the Styles Committee of the National Shoe Retailers Association at the Hotel Astor, last week, and agreed to co-operate with the shoe men in harmonizing colors in hosiery and shoes for the Spring and Summer trade. Hosiery men at the meeting stated that heretofore the stocking manufacturer had regulated his output with an eye chiefly to the dry goods and department store trade and that colors had been designed primarily to blend with costumes rather than footwear. It is the contention of the shoe men that with the ever increasing custom of the better shoe retailer of operating a hosiery department in connection with the shop, and with the growing tendency of the customer to buy stockings at the time the shoes are purchased, the problem of proper color combinations is a serious one. Although hosiery in a great many contrasting colors had been worn in the past season, both the shoe men and stocking manufacturers agree that this is only a phase.

Three hundred and fifty ovens were put in blast last week at three plants of the H. C. Frick Coke Company near Greensburg, Pa. These are in addition to 600 ovens placed in operation recently at the Continental No. 1 and York Run plants, making 950 ovens in blast in the vicinity. It was stated also that plans are being formulated to operate 300 ovens at the Frick plant at Brownsville, Pa., shortly. The ovens have been banked since last spring.

Francis P. Garvan, president of the Chemical Foundation, told the Carroll Club, 120 Madison Avenue, last week, that disarmament must be carried out in a practical way, so the country would not be rendered powerless. He said the chemical industry must be maintained on an equal footing with that of any other country.

## The Oil Market

Current Spot Quotations of Oils, Tallows, Greases, Page 937; Naval Stores, Page 938

### TRADING IN OILS CURTAILED

**Consumers Temporarily Out of the Market—Crude Cottonseed Oil and Linseed Oil in Crushers' Hands Higher—Fair Movement in Fish Oils—Naval Stores Markets Firmer**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

<b>Advanced</b>		
Cottonseed, crd., $\frac{3}{4}$ c lb.	Turpentine, 7c gal.	Linseed, 2c gal.
<b>Declined</b>		
Coconut Cochln, $\frac{3}{4}$ c lb.		

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Cod Oil, N. F.	\$.42	\$.42	\$.42	\$.85
Degras, American, bbls.	.08 $\frac{3}{4}$	.08 $\frac{3}{4}$	.08 $\frac{3}{4}$	.06
Lard, No. 1.	.67	.67	.60	1.19
Menhaden, crd.* bbls.	.33	.33	.34	.45
Neatsfoot, 20 deg. st., gal.	1.00	1.00	1.00	1.65
Red Oil, distilled	.07 $\frac{1}{2}$	.07 $\frac{1}{2}$	.07 $\frac{1}{2}$	.11 $\frac{1}{2}$
Stearic Acid, T. P.	.11 $\frac{3}{4}$	.11 $\frac{3}{4}$	.10 $\frac{1}{2}$	.22 $\frac{1}{2}$
Coconut, Ceylon, Dom., bbls.	.09 $\frac{1}{4}$	.09 $\frac{1}{4}$	.10	.15 $\frac{1}{4}$
Cottonseed, crude, tanks*	.07 $\frac{1}{4}$	.07	.06 $\frac{3}{4}$	.07 $\frac{3}{4}$
Linseed Carlota, bbls.	.67	.65	.73	1.02
Olive, denatured	1.10	1.10	1.10	3.00
Peanut, refined	.11	.11	.11 $\frac{1}{2}$	.36
Soya Bean, bbls.	.08 $\frac{3}{4}$	.08 $\frac{3}{4}$	.08 $\frac{3}{4}$	.11 $\frac{1}{4}$
<b>Average</b>	<b>0.367</b>	<b>0.365</b>	<b>0.365</b>	<b>0.697</b>

The oil markets were very sluggish during the week, ostensibly because of the expected rail tie-up, but the announcement of peace in the railroad world did not bring any perceptible revival of interest. Buyers are taking only limited lots, but pressure from sellers is failing to develop. Heavy imports of linseed oil during the past few weeks have placed this oil in an uncertain position. Olive foots remain uncertain and scarce. Cottonseed oil is barely steady and no interest is being attracted to any position. A sale of an unusually large lot of Manila coconut oil was reported during the week but it failed to affect the market.

Prices generally are unchanged and more or less weak according to holder. Consumers are showing less willingness to dicker for concessions and are not in the market generally. Crude cottonseed oil is higher fol-

lowing reductions in stocks in the South. Linseed oil in crushers' hands is higher than last week on the seed market but the effect of the heavy imports in the last few weeks has been to curtail business. Heavy sales of Manila coconut oil on the Coast have failed to bring prices down. Cochin coconut on the spot is a shade lower. Olive oil and foots are uncertain on the foreign situation, and most importers are refusing to quote. Soya bean oil is inactive, and China wood oil is steady. Animal oils and fats are fairly steady although declines in fats have been noted. Export demand has been very slow.

Fish oils are steady and fair movement is noted. Cod oil is showing decided improvement in Newfoundland. Menhaden oil is still more or less uncertain with makers quoting higher than consumers are willing to pay.

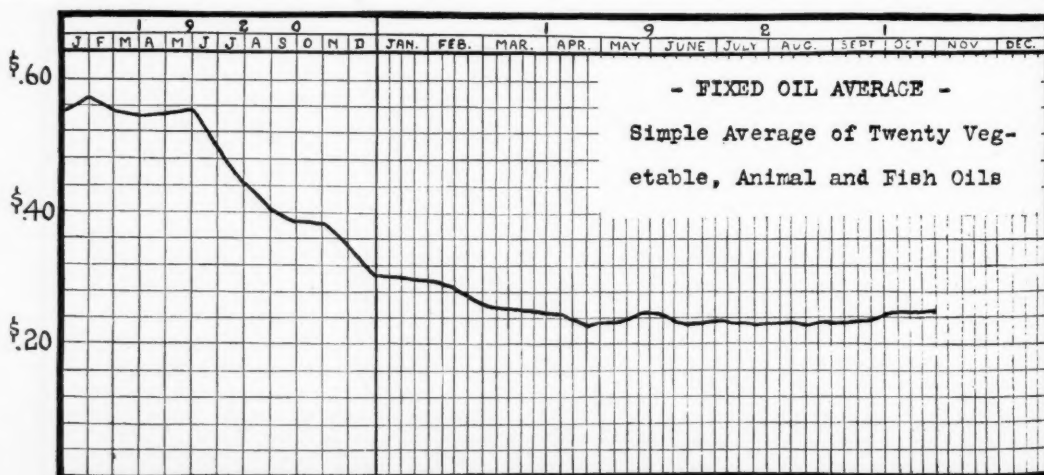
Naval stores markets are firmer. Turpentine has been advanced on the spot and in primary markets following improved demand for export. Rosin prices are firmer with some of the sag taken out of the darker grades.

**Linseed Oil**—Crushers have advanced their prices on the seed situation to a basis of 67c per gallon in carlots of barrels and in one case 69c is named as a minimum. They report October's business as very good. However imports for the past few weeks have been at the rate of several thousand barrels a week and this has interfered to a great extent with prompt business. Most imports were taken up directly by consumers and little imported oil is to be had in the spot market now. Prices from abroad have advanced to 59c@60c per gallon duty paid. The London spot market is quoted unchanged at 28s per quintal. Antwerp quotes 163 francs per 100 kilos.

Buenos Aires flaxseed is easy at \$1.33 $\frac{1}{2}$  per bushel. Duluth quotes \$1.82@\$1.88 per bushel according to delivery. The Winnipeg market is sluggish at \$1.76 $\frac{1}{2}$ @\$1.77 per bushel.

**Castor Oil**—Prices are unchanged and movement fair on a basis of 11 $\frac{1}{2}$ c for No. 1 and 10 $\frac{1}{2}$ @10 $\frac{3}{4}$ c for No. 3.

**China Wood Oil**—Prices have remained steady on lack of interest. Spot barrels are quoted at 15c@15 $\frac{1}{2}$ c



per pound. Shipment is unchanged with 14¼c@14½c per pound quoted for arrival.

**Coconut Oil**—Cochin oil has weakened and offers are heard at 10½c@10¾c per pound in barrels spot. Sales of Manila oil in sellers' tanks, Coast, are reported at 7½c per pound for delivery over the first quarter of 1922. Ceylon oil on the spot is unchanged at 9¾c@10c per pound in barrels. Edible coconut is quoted at 11¾c@12c per pound. Copra is firm at 4½c per pound on the Coast.

**Corn Oil**—No change has been made in the quoted basis of 7¾c@8c per pound for crude oil in tanks f.o.b. mills. Interest is scattered and few consumers are willing to take on stocks.

**Cottonseed Oil**—Prices are barely steady and consuming interest is almost entirely lacking from the market. Prime summer yellow is quoted at 8¾c@9½c per pound according to delivery. Crude oil in the South is a trifle firmer on scarcity of oil in first hands at 7¼c@7½c per pound in buyers' tanks.

**Olive Oil**—The foreign situation remains unsettled in about the same way as last week and no supplies are afloat at present. Spot stocks of foots have been reduced to a minimum and a nominal figure only is quoted at 8¼c per pound. Denatured olive oil is steady at \$1.10 per gallon although rather scarce at present.

**Palm Oil**—Prices are holding fairly firm. Lagos oil is nominal at 7½c per pound. Bonny Old Calabar is firm at 7c@7¼c per pound and Niger is quoted at 6¼c@6½c per pound.

**Peanut Oil**—No change has been made in the quoted basis of 8c@8¼c per pound for crude in buyers' tank cars f.o.b. southern mills. Coast oil in sellers' tanks is nominal at 8¼c@8½c per pound. Consuming interest is low.

**Soya Bean Oil**—Consumers are not to be interested at present and sellers are unable to reduce prices. Quotations from the Orient have a rising tendency. Coast oil in sellers' tanks is now quoted at 7c@7¼c per pound for prompt shipment. Spot crude oil in barrels is steady at 8¼c@9c per pound. Edible in barrels on the spot is quoted at 10¼c@10½c per pound.

#### Fish Oils

**Cod Oil**—Reports from Newfoundland state that improvement has been steady in common cod oil recently and factors believe that prices are due to advance gradually for the rest of the season. The spot market is little changed and first grade oil is not to be had below 42c per gallon in barrels. Some off grade oil may be found at concessions but these are generally due to the quality of the oil and not to the weakness of holders.

**Menhaden Oil**—Odd lots are still to be had at 32½c per gallon in barrels works although makers are unwilling to shade 35c. Tanks f.o.b. mills are quoted at 32c per gallon. Refined oil is steady at previously prevailing prices.

#### Naval Stores

**Rosin**—Readjustment of prices on low grade rosins has brought the market to a firmer basis. Prices now range from \$5.45 for B to \$7.25 for WW on the spot.

**Turpentine**—Spot turpentine has been advanced sharply on greater demand for export. Prices are now quoted at 82c per gallon here. London quotes slightly higher at 69s. per quintal. Savannah prices are higher at 75c a gallon.

The British steamer Fenchurch arrived at the pier of the Standard Oil Co., Baltimore, last week, to load a cargo of lubricating oil for French Mediterranean ports.

#### EXPORTS AND IMPORTS OF GLYCERIN

Washington, D. C., Nov. 2—The domestic exports of glycerin by countries and total imports into the United States, during September, were as follows:

Exports		
Countries	Pounds	Dollars
British Honduras .....	5	1
Canada .....	43,237	5,250
Costa Rica .....	178	79
Nicaragua .....	60	11
Panama .....	210	40
Salvador .....	50	11
Mexico .....	11,360	1,880
Newfoundland and Labrador .....	200	42
Dominican Republic .....	50	11
Brazil .....	772	140
Chile .....	8,022	1,225
Colombia .....	628	189
China .....	2,700	462
Japan .....	35,200	4,780
Philippine Islands .....	950	216
Total .....	103,622	14,337
Imports		
Glycerine, crude .....	88,644	10,351

#### FRENCH OLIVE OIL PRICES STRONGER

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Marseilles, Oct. 22—The course of exchange continues to dominate the olive oil market as the drop in the value of the franc raises the price of the merchandise to buyers, and holders are maintaining their prices. Outside demand is becoming more active and it is not difficult to foresee higher prices before the arrival of the new crop. The price at the present time foreshadows this movement and shows a tendency toward higher levels.

Francs per 100 kilos

Olive oil, Swiss .....	505 to 510
Olive oil, Borjas .....	480 to 510
Olive oil, Aragon .....	509 to 510
Olive oil, Algerian ..	500 to 510
Olive oil, Bouches du Rhone .....	500 to 510
Olive oil, Var .....	450 to 460
Olive oil, Levant .....	400 to 450

#### PRODUCTION OF LITHOPONE

To what extent the consumption of the pigment, lithopone, a mixture of precipitated sulfate of barium and sulfide of zinc, has increased may be seen from the fact that in the 90's Germany had seven fairly large and small lithopone factories, while England could only boast of two medium sized establishments, says the "Farben Zeitung." At the present moment Germany alone has 14 large and medium works, England 2, France and Belgium 4, Holland 1, Austria 1, Russia and America 6. In Germany alone the production of Red-Seal lithopone may be estimated at 150 tons daily.

Meyer & Gerth, 311 California Street, San Francisco, whose specialty is buying and selling in the Far East and Australia, report business increasing. Mr. Meyer was formerly with a leading export and import house and Mr. Gerth is a chemical engineer. The firm will represent companies seeking Oriental trade.

Soap imports by British India during the quarter ended June last amounted to 29,913 cwts., showing a considerable decrease on the corresponding period of 1920.



## The Crude Drug Market

Current Spot Quotations of Crude Drugs, Pages 939-940

### CRUDE DRUG PRICES ADVANCING

Gum Benzoin, Rhubarb, Chamomile Flowers, Musk Root, Camphor, Buchu Leaves and Cantharides Higher—Japan Wax Very Firm—Fish Berries, Ergot, Opium and Sandarac Easier

#### PRICE CHANGES IN NEW YORK

(Stocks in First Hands)

##### Advanced

Agar Agar, No. 2, 7c lb.	Gentian, 3c lb.
No. 3, 3c lb.	Gum Arabic, Amber Sorts, 1/2c lb.
Benzoin, Sumatra, 4c@8c lb.	Ipecac, Cartagena, 20c lb.
Buchu Leaves, Short, 5c lb.	Musk Root, 75c lb.
Camphor, Am. Ref'd, 10c lb.	Mastic, 10c lb.
Cantharides, Russian, 50c lb.	Rhubarb, 2c lb.
Chamomile Flrs., Roman, 18c lb.	Senega Root, 4c lb.
Cloves, Zanzibar, 3c lb.	Thus, 1 1/2c lb.
	Valerian, Belgian, 2c lb.

##### Declined

Ergot, Spanish, 5c lb.	Fish Berries, 1 1/2c lb.
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#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Aconite Root, U.S.P.	\$23	\$21	\$21	\$45
Buchu Leaves, Short	1.25	1.00	1.00	3.80
Cantharides, Russian	2.50	2.25	2.00	2.75
Cocculus Indicus	.08	.07 1/2	.07 1/2	.22
Ergot, Spanish	1.25	1.20	1.20	2.75
Insect Powder, pure	.40	.36	.36	.65
Ipecac, Cartagena, powd.	1.60	1.65	1.65	3.25
Nux Vomica	.10	.10	.10	.14 1/2
Opium, gum	5.50	5.50	5.50	7.50
Rhubarb Root, H. D.	.40	.35	.28	.70
Tragacanth, No. 1, ribbon	3.00	2.95	3.25	4.50
Wild Cherry Bk. thin nat.	.10	.09	.09	.10
<b>Average</b>	<b>1.37</b>	<b>1.35</b>	<b>1.37</b>	<b>2.19</b>

Many botanicals advanced during the week owing to increased demand and reports that the collections were light. Inquiries increased and prices became firmer on items that have been active recently. The volume of business was larger than for the previous week, the announcement of the withdrawal of the strike order by the railroad brotherhoods giving consumers greater confidence. Interest centered in camphor, cloves, rhubarb and Japan wax. American makers advanced the price of gum camphor 10 cents. Cloves were held at 31 to 33 cents, an advance of 2 cents over the previous

week. Zanzibars, Amboynas and Penangs were included in the upward movement. High dried rhubarb was reported scarce and 38 to 40 cents was quoted by most dealers.

A slight reaction took place in ergot which was offered at \$1.15 to \$1.25. Fish berries were a trifle lower at 7 1/2 to 8 cents. Opium, granulated and powdered was reduced 25 cents to \$6.50 per lb. Japan wax is held firm by one firm at 25 cents per lb. Material for arrival early in November has all been sold at 23 cents. The spot lot offered at 25 cents is said to be the only Japan wax available.

Some activity was reported in senega root, valerian, gum thus, cumin seed, Venice turpentine, mastic, and gum benzoin. Sandarac is slightly lower. Musk root jumped sharply on reports that no spot supplies could be obtained. Chamomile flowers, Roman, are advancing.

#### Crude Drugs

**Agar Agar**—No. 1 grade remains unchanged at 65c, but No. 2 material has been advanced to 60c, and No. 3 to 45, owing to higher prices in primary markets.

**Balm Gilead Buds**—The market is steady and prices firm at former quotations, 65 to 70c per lb.

**Cantharides**—Russian cantharides, whole, was advanced generally from \$2.25 to \$2.50. Prices were affected by conditions in the foreign market which make it difficult to obtain supplies.

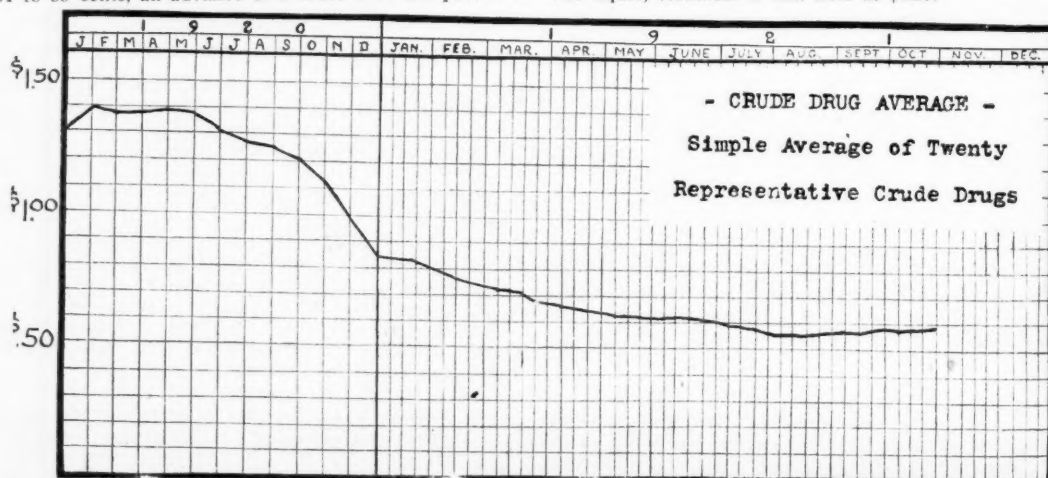
**Ergot**—Prices vary, with importers inclined to hold firm, but dealers with spot supplies are offering at a reduction of 5c per lb to \$1.25. A few lots are available at \$1.15. Little Russian ergot is available, and the Spanish crop is small.

**Lycopodium**—Offers are still made at \$1.75@2.00 per pound for spot lots, according to quantity.

**Manna**—The market is firm with spot supplies offered at 73c@75c for large flake, and 50c per pound for small flake in cases.

**Nux Vomica**—Whole buttons are quoted at 10c@11c per pound. The powdered material is 15c@16c.

**Storax**—U. S. P. storax is offered at \$1.50 per pound. The liquid, technical is still held at \$1.25.





**Barks**

**Cascara Sagrada**—Some activity developed in Cascara on short crop reports which placed the available supplies at less than first announced. An advance to 15c per pound was announced.

**Cinchona**—Red quills are quoted at 28c@30c per pound, the broken at 25c, and yellow U. S. P. is held at 20c.

**Dogwood**—Jamaica material is held at 9c per pound, with little demand.

**Elm**—Select bundles are quoted at 30c@33c per lb., grinding is offered at 14c@16c; powdered at 16c@18c.

**Soap**—Whole bark is held at 7½c per pound, cut is firm at 11c; and crushed at 10c; market quiet.

**Beans**

**Castor**—The market is unchanged at 3c@3½c per pound.

**Vanilla**—Mexican beans are firm, the Mexican whole being held at \$6.50 per pound. Shipments are light. Cuts are offered at \$4.75@5.25; Bourbon at \$2.25@2.30 and South American at \$3.75@4.25, according to quality. Tahiti yellow label are quoted at \$1.75@1.80, and green labels unchanged at \$1.75@1.80.

**Berries**

**Cubeb**—The market for cubebes is slightly stronger on increased demand. Ordinary are \$1.00 per pound; XX are quoted at \$1.00@1.10, and powdered at 90c per pound. Stocks are not very plentiful.

**Juniper**—The market is firmer and most dealers are quoting 4c per pound.

**Flowers**

**Arnica**—Flowers are easy at 12c@13c per pound.

**Chamomile**—The crop is generally conceded to be a failure. The Hungarian variety are scarce, and the Roman have been sharply advanced to 50c per pound. Shipments are slow and in limited lots.

**Dogwood**—The market remains unchanged at 15c@16c per pound.

**Insect**—The demand is light and prices are weak. The powdered is quoted at 37c per pound for 100 per cent grade packed in kegs, but concessions are made on this price.

**Lavender**—Very little of the best grade is obtainable but shipments to arrive soon will relieve the situation. The range is 27@40c per pound.

**Gums**

**Aloes**—Curacao gum is firm at 7c in cases.

**Arabic**—Sorts are unchanged but firm at 10c per pound.

**Asafetida**—Offers are made by brokers at 33c for spot lots.

**Benzoin**—An advance to 30c per pound for Sumatra was announced this week.

**Socratine**—A reduction was made for whole which is offered at 40c per pound, and powdered 47c.

**Tragacanth**—No. 1 white ribbon is held at \$2.95 per pound.

**Leaves and Herbs**

**Buchu**—Spot stocks are very light, and the quotation is \$1.30 per pound for the short leaf.

**Digitalis**—Spot lots can be obtained at 10c per pound, but some dealers are holding firm at 11c.

**Roots**

**Aconite**—Quotations vary from 22c to 25c, according to stocks on hand. One dealer advanced his price to 25c. Brokers are offering spot supplies at 22c. Material to arrive is being sold at 23c per pound.

**Colchicum**—Reductions were made to 15c by brokers

with spot supplies. Some dealers are quoting as high as 22c per pound.

**Rhubarb**—An advance to 40c took place early in the week. One small lot is available through brokers at 35c per pound.

**Senega**—Quotations were advanced to 80c during the week, on advices of scarcity.

**Valerian**—Belgian valerian is now 12c to 14c per pound according to quantity and quality.

**Seeds and Spices**

**Canary**—South American is firm at 4c per pound.

**Caraway**—African and Dutch can be obtained at 6¾c per pound. The market is firm.

**Cloves**—Considerable agitation developed in the market on advices of higher prices in primary markets, and advances were made by importers to 31c@33c per pound for Zanzibars and corresponding increases for Amboyna and Penang varieties.

**Quince**—The market is entirely stripped of supplies.

**Wormseed**—Worm Levant is held firmly at \$1.30 per pound.

**Waxes**

**Bayberry**—The market is easier at 19½c per pound, but some dealers with small stocks are asking 21c.

**Japan**—Spot stocks are difficult to locate. One dealer is asking 25c per pound. Material to arrive early in November is being sold at 23c. Brokers are asking 23c@24c for future delivery.

**WATTLE BARK EXPORTS CUT DOWN**

Exports of wattle bark and extract for the six months ended June 30, amounted to 61,276,789 lbs., valued £167,940, a decrease of 46,165,143 lbs., and in value £304,604 as compared with the corresponding period last year. According to advices from Capetown. Prices have remained steady in sympathy with quotations received from overseas and as much as £10 10s has been paid for chopped bark for the Continent, but offerings have been small.

The National Bank of South Africa reports that freights have been revised and the rate on the bagged variety has been increased to 50s per 20 cwt. and on pressed to 27s 6d per cwt., measurement not to exceed 55 cubic feet. Previously the difference in the rates on these varieties was approximately 12s 6d per ton, but under the new rates there is a margin of 22s 6d per ton, which has had the effect of slightly weakening the market for the bagged variety and firming that for pressed bark.

Fair orders have been received from Japan for ground bark, and the opinion is expressed that prices will be maintained. Durban quotations are as follows per ton of 2,240 lbs. delivered point:

Chopped, pressed .....	£8 12s 6d
Ground, pressed .....	£9 5s
Chopped, bagged .....	£7 10s
Ground, bagged .....	£8

**NEW DRUG CLUB ELECTS OFFICERS**

The new "drug and chemical club" which has chosen a name formed by contracting these words into "Drua-chem," has chosen George P. Huisking president; Frank J. McDonough, vice president; H. Gordon MacKelcan second vice president; A. A. Wasserscheid, treasurer; James W. Bevans, secretary and counsellor, and A. D. Smack, chairman of the board of governors. The remaining members of the board are W. D. Barry, F. C. Magnus, Joseph A. Huisking and E. C. Lewis. These officers were elected to hold office for one year. A membership campaign has been started for representatives of the drug and allied trades. Active membership is \$2 a month.

The new club has 90 active members. About 40 meet every day at luncheon at the club rooms, 116 Fulton Street.

## The Essential Oil Market

Current Spot Quotations of Essential Oils and Aromatic Chemicals, Pages 943-944

### ESSENTIAL OILS ADVANCE STEADILY

**Higher Prices in Primary Markets and Recovery in Exchange Rates Start Upward Movement—Consumers Stocks Comparatively Light—Cassia and Citronella Oils Continue Advancing—Oil of Cloves Higher**

#### PRICE CHANGES IN NEW YORK (Stocks in First Hands)

Advanced	
Oil Amber, rect., 10c lb.	Oil Patchouli, \$1.00 lb.
Oil Caraway, 10c lb.	Oil Sandalwood, E.I., 10c lb.
Oil Cassia, 10c lb.	Oil Tansy, 25c lb.
Oil Citronella, 3c lb.	Oil Wintergreen, (Gaul.) 75c lb.
Oil Cloves, 20c lb.	Eucalyptol, 5c lb.
Oil Lemongrass, 10c lb.	Rhodinol, \$3.00 lb.
	Benzyl Benzoate, 25c lb.
Declined	
Oil Bergamot, 25c lb.	Oil Orange, bitter, 10c lb.
Oil Camphor, Jap., 8c lb.	Oil Peppermint, U.S.P., 10c lb.
Oil Cananga, 25c lb.	Oil Rosemary, tech., 3c lb.
Oil Coriander, 50c lb.	Diphenyloxide, 10c lb.
Oil Lemon, 5c lb.	Musk Xylene, 50c lb.

#### Trend of the Market

	Today	Last Week	Last Month	Last Year
Oil Bergamot .....	\$5.25	\$5.50	\$5.50	\$7.25
Oil Citronella, Ceylon .....	.40	.37	.32	.48
Oil Cloves .....	2.05	2.05	1.90	2.35
Oil Lemon .....	.70	.75	.75	1.10
Oil Peppermint, Natural .....	1.75	1.75	1.85	6.00
Oil Sandalwood, E. I. ....	6.75	6.75	6.50	11.00
Oil Sassafras, Artif. ....	.53	.53	.53	.70
Benzaldehyde, U.S.P. ....	1.40	1.40	1.50	.75
Coumarin .....	4.15	4.15	4.50	6.00
Methyl Salicylate .....	.32	.32	.35	.70
Vanillin .....	.50	.50	.50	.85
Average .....	2.16	2.19	2.20	3.92

Scarcities and higher prices abroad have forced a few of the essential oils up again. Demand continues broader as consumers assume a more confident attitude. Following this improvement several of the low-priced items in the spot market have risen to more stable bases as spot stocks have been cleaned out. Foreign markets are tending upward and equipment prices are being forced still higher on the recovery of some foreign currencies in the last few weeks. The outlook is better throughout the trade and fewer holders are inclined to cut prices as sharply as before for business. Con-

sumers' stocks are comparatively light, and their buying must continue. Quite a general movement of stocks into consumption has been noted throughout the trade, although a few resellers are still active.

Oils of cassia and citronella continue upward, with the former particularly strong. Oil of cloves has advanced further. East Indian sandalwood oil is slightly higher and very firm. Gaultheria wintergreen oil has been advanced sharply on higher prices demanded from the country. Other oils advanced were rectified amber, caraway, lemongrass, patchouli, and tansy. Eucalyptol, rhodinol, and benzyl benzoate were quoted higher. The advance of last week on Japanese camphor oil was not held and a further decline is noted here. Bergamot, cananga, coriander, and technical rosemary are quoted lower. Oil of bitter orange has been reduced to take out some of the recent sag. Lemon oil is lower on heavy buying for import. U. S. P. oil of peppermint is lower with other qualities easier. Diphenyloxide is quoted slightly lower. Musk xylene has been reduced by makers.

#### Essential Oils

**Oil Amber**—Crude is steady at \$1.00 per pound. Rectified has been advanced to \$1.40@1.50 per pound.

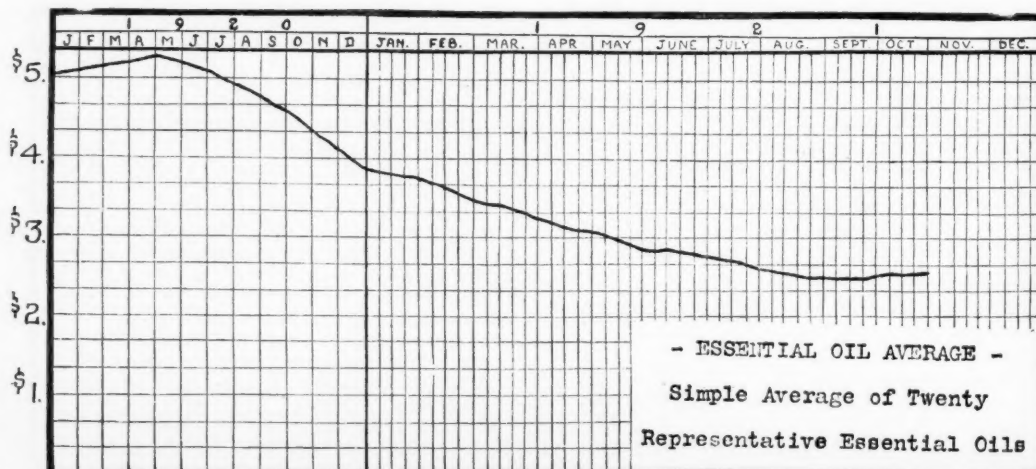
**Oil Anise**—Prices are steady and demand slightly better. Technical is held at 55c and U. S. P. at 60c per pound.

**Oil Bergamot**—Holders of bergamot have weakened and offers are heard lower at \$5.25@5.50 per pound as to quality and seller. Artificial bergamot is held at \$3.00 per pound.

**Oil Birch Tar**—Extreme shortness of spot supplies and inability to get stocks out of Russia have placed spot prices in a purely nominal position. Nominally rectified is quoted at \$3.50 and crude at \$2.00 per pound.

**Oil Camphor**—In spite of the recent advance in Japanese camphor, Japanese camphor oil is quoted lower at 22c@25c per pound. Holders were unable to maintain the artificial advance of last week. By-product oil is steady at 9c@10½c.

**Oil Cananga**—Native cananga oil has been reduced



to \$3.00@\$3.25 per pound. Rectified is lower at \$4.00 @\$4.25.

**Oil Caraway**—Higher prices are named on higher shipment prices abroad. Crude oil is quoted on the spot at \$1.65@\$1.85 per pound, and rectified, at \$1.85@\$2.00 per pound according to quality and brand.

**Oil Cassia**—Further sharp advances are noted on cassia as shipment prices advance and spot stocks diminish. It seems probable that it will not be possible to import lead free oil hereafter and prices on this grade have advanced sharply to \$1.50@\$1.60 per pound. A low of \$1.25 is heard on technical oil and U. S. P. is quoted at \$1.60@\$1.70 per pound. Shortness of spot stocks adds to the strength of cassia oil.

**Oil Citronella**—Ceylon citronella oil is again higher at 40c@42c. Java oil is sharply higher at 70c@75c per pound. Continued active demand is holding prices firm at the higher levels.

**Oil Cloves**—In spite of talk of the recent advances on clove oil being artificial, a further jump has occurred and it is now impossible to do better than \$2.25 per pound for cans. At this level holders are very firm.

**Oil Coriander**—Lower prices are named on oil of coriander U. S. P. at \$10.00@\$10.50 per pound.

**Oil Geranium**—Oil of Algerian rose geranium is very scarce and stocks are practically in the hands of one holder who asks \$5.75@\$6.25 according to quantity. Bourbon is quoted at \$3.75@\$4.25 according to holder and quality. Turkish is nominal at \$3.40.

**Oil Lemon**—Heavy purchases abroad have encouraged holders of spot stocks to move them as quickly as possible. Prices are lower at 70c@80c per pound according to holder.

**Oil Lemongrass**—Native oil of lemongrass is tighter and the lowest price possible at the close was \$1.10 per pound.

**Oil Orange**—Oil of bitter orange is lower at \$2.00@ \$2.10 per pound. Softness in other types has not forced reductions as yet.

**Oil Patchouli**—Prices are quoted higher at \$9.50@ \$10.50 per pound according to quantity and brand.

**Oil Peppermint**—Redistilled U. S. P. oil of peppermint is lower at \$2.00@\$2.15 per pound. Natural is easy at \$1.75 and Jap is inactive at \$1.15 per pound.

**Oil Rosemary**—Technical oil of rosemary is easier at 42c@45c per pound. U. S. P. is steady at 55c@65c per pound.

**Oil Sandalwood**—Improved buying has forced a further advance in East Indian sandalwood to \$6.85@ \$7.10 per pound on the spot, and it is rather doubted if less than this price can be done for the present.

**Oil Tansy**—American oil of tansy is higher at \$7.50 @\$7.75.

**Oil Wintergreen**—Cheap stocks have moved and prices from the country are reported sharply higher on genuine gaultheria at \$5.00@\$5.25. Sweet birch is unchanged at \$2.25 as an inside.

#### Aromatic Chemicals

**Benzyl Benzoate**—Cheap lots have been moved into consumption and \$1.40 is named as the inside by makers.

**Diphenyl oxide**—Lower prices from makers place this material at 80c@90c.

**Eucalyptol**—Makers quote higher at 85c@90c per pound.

**Musk Xylene**—Lower prices are named at \$2.50@ \$3.00 per pound according to quantity.

**Phenylethyl Alcohol**—Makers are at variance on prices which are named at \$7.50@\$8.50 per pound according to maker.

**Rhodinol**—Makers are quoting higher at \$15.00@ \$18.00 per pound.

#### ESSENTIAL OIL PRICES IN MARSEILLES

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Marseilles, Oct. 22—The market for essential oils has been exceptionally quiet and quotations are normal:

Francs per kilo	Francs per kilo
Geranium, Bourbon ...70	Sandalwood .....250
Vetiver, Bourbon ...120	Petit grain .....70
Ylang ylang, Bourbon	Patchouli .....200
1st ...140	Gingergrass .....45
Ylang ylang, Bourbon	Linalee .....70
2d....95	Palmarosa .....220
Vervain .....21	Kananga, Java .....75
Citronella .....10	Bois de Rose fermelle..64
	Anise .....14

Announcement was made in Washington some weeks ago that the administration would issue a statement in the very near future prepared jointly by the Department of Commerce and the Department of Justice regarding their attitude on open price associations. The Secretary of Commerce had a conference last week with the Attorney General in connection with this announcement and it was decided not to issue a statement at this time. It is understood that the Attorney General felt that because of the fact that the United States Supreme Court has an open price association case before it that it would be unwise to issue a statement at this time. While the Secretary of Commerce refuses to discuss the matter, it is very generally understood he does not hold the same view regarding this announcement as that held by the Attorney General.

New York City's jobless are estimated to number 330,000 persons, or a total equal to about 13 per cent of the City's 2,531,747 residents reported in the 1920 Census as having a gainful occupation. In addition, there is a considerable number of floaters for when no figures are available but which has been variously estimated as from 20,000 to 50,000. These are the conclusions of the New York City Committee on Unemployment Statistics, appointed by Public Welfare Commissioner Bird S. Coler, in accordance with the recommendations of the President's Unemployment Conference.

The American Association of Commerce and Trade at its general meeting, decided to change its name to the American Chamber of Commerce in Berlin, a name which it held 15 years ago, and took steps to give the organization a purely American aspect, instead of the mixed American and German character which it has had until now. Drastic changes in the constitution, providing that henceforth only American citizens could be elected to active membership, and that a majority of the chamber's board of directors must be American citizens, were adopted.

An amendment to the tax bill proposed by Senator Wadsworth, New York, providing for a tax of 60c a gallon on beer, \$1.20 a gallon on wines and \$6.40 a gallon on whiskey, manufactured, imported or sold for medicinal purposes, was adopted by the Senate without a record vote after it had been amended so as to provide for double rates on such liquors unlawfully diverted for beverage purposes, the tax to be paid by the person responsible for the diversion.

The Wedgewood Club, Baltimore, had a social evening last week, the event taking the form of a theatre party at the Maryland and a dinner at the Hotel Kernan, adjoining the theatre. The arrangements were made by a committee consisting of Charles H. Knight, W. L. Pierce and William G. Lauer. R. R. Griffith is secretary of the organization.

## The Consuming Industries

### BOSTON TEXTILE SHOW INCLUDES MANY DYE AND CHEMICAL EXHIBITS

National Aniline and Chemical Co., E. I. du Pont de Nemours & Co., Stern, Hall & Co., A. Klipstein & Co., John Campbell & Co., Among the Leading Exhibitors—National Association of Cotton Manufacturers In Session

(Special to DRUG AND CHEMICAL MARKETS)

Boston, Nov. 2.—The exhibits at the International Textile Exposition include many of interest in the chemical and dye industries. Among these are the American Hard Rubber Co., American Oil Co., F. E. Atteaux & Co., Bradford Oil Co., Bureau of Standards of the Department of Commerce, John Campbell & Co., Dearborn Chemical Co., E. I. du Pont de Nemours & Co., Hussong Dyeing Machine Co., A. Klipstein & Co., La-Lo Chemical Co., Lever Brothers Co., Mineral Soap Mfg. Co., National Aniline & Chemical Co., National Research Council, Oakley Chemical Co., Palatine Aniline & Chemical Corp., The Solvay Process Co., U. S. Color and Chemical Co., and Zinsser & Co.

The National Aniline & Chemical Co. has an exhibit which is historical, showing the development of the dye industry from the first discovery of Perkin mauve. Stein, Hall & Co. show starches, gums, dextrines and albumens. The Solvay Process Co. has an elaborate display of its manufacturing process and caustic soda and soda ash. The National Research Council is exhibiting industrial motion pictures. A. Klipstein & Co. have a booth in Department G, 700-701 in which they exhibit the various products manufactured and imported by the company. John Campbell & Co. are in booth 705, Department G.

During the first few days of this week Mechanics Building was a scene of apparent chaos, but despite the intricate mass of nearly 400 exhibits moving into position and a small army of exhibitors and workmen, the rapidity with which completed exhibits sprang into shape was marvelous. Most of the exhibitors profited by previous experience and delivered their machines completely assembled and ready to be placed in position, with little remaining to be done excepting to make power connections. The aggregate value of the exhibits is estimated at \$2,000,000.

The National Association of Cotton Manufacturers heard reports of committees and officers of the Association on Wednesday, and some papers on foreign trade were read. Research work will occupy the convention on Thursday, and a banquet will be held in the evening.

Four of the largest cotton mills at Rockingham, N. C., Roberdel No. 2, Steele's, Entwistle and Hannah Pickett, changed from day to night work last week, due to the inability to get electric power for day operations.

The Pepperell Manufacturing Company reports for year ended June 30 last operating profit of \$771,908, against \$3,836,696 a year ago, and a balance after credits of \$883,684, against \$4,030,904.

The directors of the B. F. Goodrich Co. have declared the regular quarterly dividend of \$1.75 a share on the preferred stock, payable Jan. 2, 1922 to holders of record Dec. 22, 1921.

The directors of Ipswich Mills Co. have declared the regular quarterly dividend of 1 3/4 per cent on the preferred stock, payable Nov. 1 to holders of record Oct. 25.

### CANADIAN PAPER TRADE BETTER

A substantial rally in the prices of shares of leading pulp and paper companies listed on the Montreal Stock Exchange was a feature of last week's trading. Rallies of some of the leaders have been: Laurentide 62 to 80. Spanish River common 44 to 68, Spanish preferred 51 7/8 to 74 3/4, Abitibi 21 1/2 to 33 1/2, Bronpton 13 1/2 to 24, Price Bros. 24 to 35 1/2, and Wayagamack 27 to 47. The low levels were touched a month or more ago. Manufacturers consider the situation healthier with operating costs reduced and inventories deflated. Business has been picking up lately and the slack in productive capacity is being gradually taken up.

### New Consuming Companies

Meredith, Simmons & Co., Ltd., Toronto, Canada, capital \$50,000. To manufacture liquid glues, adhesives and starches.

Guaranty Dyeing and Finishing Co., Ltd., St. Catharines, Ont., capital \$65,000. To manufacture textiles.

Hygiene Products, Ltd., Montreal, Canada, capital \$100,000. To manufacture chemicals, soaps and disinfectants.

Western Paste and Gum Co. of Canada, Ltd., Toronto, Canada, capital \$2,500. To manufacture starch and adhesives. Lawton C. Bonney and Frank B. Baker.

Aronstam Drug Co., Manhattan, capital \$50,000. Sundries. A. I. Smith, S. Aronson. Attorney, A. Mendolson, 50 Broadway.

Bayliss Drug Co., Lockport, N. Y., capital \$25,000. A. S. and E. A. Bayliss. Attorney, D. Tice, Lockport.

Sheridan Pharmacy, Manhattan, capital \$10,000. B. and S. K. Barish, S. Garlen. Attorneys, Robbins and Arnold, 1476 Broadway.

Siegels' Pharmacy, Brooklyn, capital \$10,000. S. and L. and A. Siegel. Attorneys Bach and Kulkin, 1265 Broadway.

Weequahic Silk Mfg. Co., Newark, N. J., capital \$100,000. Sydney H. Souter, V. Z. Souter, Clyde Souter, Newark.

Kings Drug Products Co., Brooklyn, capital \$50,000. W. J. McNamara, P. Cannella, F. Sparacino. Attorney, B. A. Palumbo, 185 Montrose ave., Brooklyn.

Gorgas Memorial Institute of Tropical and Preventive Medicine, Dover, Del., no capital stock. Dr. Bellsario Porraz, Panama; Jose E. Lefevre, Washington, D. C.; John Bassett Moore, New York. Incorporated by the Corporation Service Co.

Pittsburgh Japanning Co., Dover, Del., capital \$150,000. Incorporated by the Capital Trust Co. of Dover, Del.

Bronx Fur Dressing and Dyeing Co., Bronx, N. Y., capital \$30,000. C. Levy, S. Math, I. Rubenstein. Attorney, E. Hollander, 185 Madison ave., New York.

De Mott Drug Corp., Manhattan, capital \$10,000. J. and A. A. De Mott, P. G. Baker. Attorney, P. W. Jackson, 302 Broadway.

Empire Hosiery Corp., Manhattan, capital \$750,000. Ocie Van Brunt, Bedford, N. Y.

Clifton Textile Co., Clifton, N. J., capital \$125,000. To manufacture wool and other textile fabrics.

Paper Trading Corp., Manhattan, capital \$50,000. To make paper. B. Harwood, Jr., P. Schmer. Attorney, M. A. Vogel, 291 Broadway.

Hampton Silk Mills, Paterson, N. J., capital \$125,000. Max Sukenick, Michael Goodman, Cecil A. Goodman, Paterson.

Italia Woolen Co., Newark, N. J., capital \$100,000. Roy F. Anthony, Hugh C. Barrett, Michael Sugrue, Jr., Newark.

Dupe Beverage Co. of America, Dover, Del., capital \$200,000. Incorporated by the Delaware Registration Trust Co., Wilmington.

Reida Drug and Chemical Co., Manhattan, capital \$10,000. M. Murray, J. and C. Degatani. Attorney, S. D. Levy, 302 Broadway.

Union Blue Corp., Bronx, capital \$50,000. To make blueing. S. and I. Pressner, B. Frankel. Attorney, G. C. Young, 165 Broadway.

Whitaker & Higgins, Manhattan, capital \$20,000. Drugs and chemicals. G. Norris, W. L. Bryant, H. Buete. Attorneys, Williamson & Bayley, 115 Broadway.

Piso Co., Dover, Del., capital \$1,500,000. Medicines. Incorporated by the Corporation Service Co., Wilmington.

Dumont Fertilizer Co., Dover, Del., capital \$500,000. Incorporated by the Corporation Service Co., Wilmington.

Food and Drink Corporation of America, Dover, Del., capital \$500,000. Incorporated by the U. S. Corporation Co.

Capital Increases—New England Tire and Rubber Co., Holyoke, Mass., from \$3,000,000 to \$53,000,000.

Name Changes—Merrimac Drug Co., Manhattan, to Merrimac Laboratories.



**USES OF ARTIFICIAL SILK MULTIPLY**

Artificial silk may offer severe competition to the natural product of the lower grades as a result of present conditions in the silk market, the National Bank of Commerce in New York believes. In the November issue of its magazine, "Commerce Monthly," it declares that the greatly increased capacity of domestic producing plants indicates that American manufacturers of artificial silk goods may in the future be practically independent of foreign supplies. Of the total consumption in the United States the largest share used in any one industry is in the manufacture of hosiery. In the last few years the production of sweaters and other knitted goods has been important. Artificial silk is woven with natural silk, cotton or other fibre into dress goods, such as satins and fancy silks, and shirtings and tapestry. Plushes, carpets and imitation furs are now made of artificial silk and many kinds of fringes, tassels and novelties.

The manufacturer of artificial silk has also the opportunity of developing other products with the same equipment and raw material. By increasing the size of aperture through which the cellulose solution is forced artificial hair may be produced, of value in the manufacture of hats, upholstery materials and fancy goods. By changing the shape of the aperture to a horizontal slit, he may make artificial straw, or by further widening the slit strips of artificial leather or cloth, films, ribbons, or thin transparent sheets such as are used in facing envelopes and wrapping candies.

Directors of the Granite Mills of Fall River declared a quarterly dividend of  $1\frac{1}{2}$  per cent, payable on November 1 to stockholders of record. The corporation paid a dividend rate of 8 per cent for the past year, or \$100,000 in cash. The rate for the several quarters was 3, 2,  $1\frac{1}{2}$  and  $1\frac{1}{2}$  per cent.

The financial report of the Tecumseh Mills of Fall River for the last fiscal year as presented by Treasurer Simeon B. Chase showed \$481,499.06 in quick assets over liabilities. The quick assets of the previous year were \$839,478.99. The dividend rate for the year was  $9\frac{1}{2}$  per cent.

The Fisk Rubber Co. reports to the New York Stock Exchange net sales of \$18,122,145 and net income, before interest, taxes and inventory adjustment of \$1,856,268 for the six months ending June 30.

The directors of the Davol Cotton Mills have declared a quarterly dividend of  $1\frac{1}{2}$  per cent, payable Jan. 2 to holders of record Dec. 23.

The Seaconnet Mills Co. has declared a quarterly dividend of 1 per cent, payable Nov. 1 to holders of record Oct. 18.

**Buyers' Meetings**

The Silk Association of America will hold its annual dinner on Feb. 4.

Textile Exhibitors' Association is in session in Boston.

National Association of Cotton Manufacturers are in session at the Copley Plaza Hotel, Boston.

American Cotton Manufacturers Association, Washington, May 23 and 24.

Exposition of National Association of Hosiery and Underwear Manufacturers, First Regiment Armory, Philadelphia, May 22-27.

The Western Glass Jobbers' Association will meet in Chicago, November 8.

**Trade Tips for Sellers**

The Kane Window Glass Co., Kane, Pa., has resumed production at its plant, employing 250 men.

The American Window Glass Co., Kane, Pa., is operating a part of its plant, employing 250 operatives.

The Lippincott Glass Co., Alexandria, Ind., has resumed the operation of its 20-pot furnace, giving employment to 300 persons.

The Earnsdale Worsted Company of Clinton, Mass., is reported to be making an addition of forty looms to its present equipment.

The broad silk mills of the Schuylkill, Wyoming and Lehigh valley districts of Pennsylvania are working at 50 per cent of capacity.

The Ball Bros. Glass Mfg. Co., Muncie, Ind., fruit jars, has resumed operations at its plant, giving employment to about 1,000 workers.

The Thompsonville, Conn., carpet plant reports it is working overtime in the brussels' department to take care of a mass of orders.

The Dominion Combing Mills, Ltd., of Toronto, Ont., has been incorporated with a capital stock of \$3,000,000. A. E. Rea is behind the project.

The Fresno Tire & Rubber Co., Fresno, Cal., is planning for the erection of a new plant at Selma, estimated to cost about \$200,000, including machinery.

A mill for making fine cotton goods is to be built at Corpus Christi, Tex. Natural gas is available for fuel and suitable cotton is grown in the neighborhood.

An involuntary petition in bankruptcy has been filed against the C. C. C. Fire Hose Company of Maine and Canton, Mass., at the instance of three creditors whose claims totaled \$15,406.

The Camp Glass Co., of Huntington, W. Va., is planning for extensions and improvements in its plant to cost about \$30,000. The company is operated by the Interstate Glass Co., Bradford, Pa.

The Halo Co., of Columbia, S. C., recently organized with capital of \$400,000 to manufacture extracts, has plans under way for the erection of a new plant, 50x140 ft. E. M. Lowman is secretary.

The Portland (Ore.) Vegetable Oil Mill Co.'s plant has been completed and two cargoes of copra from the Philippines will arrive in November and December. Each cargo will amount to about 4,000 tons.

The Central Leather Co. statement for the quarter ended Sept. 30 last, shows a deficit after interest on first mortgage 5 per cent bonds, etc., of \$1,540,083. The deficit as of June 30, 1921, was \$6,040,896, and as of Sept. 30, 1921, amounted to \$7,580,979.

The Christiana Leather Co., headed by James J. O'Neill, president of the Wilmington Leather Co., Wilmington, Del., is arranging for the opening of its tannery, with capacity of about 250 skins per day. The plant will give employment to about 100 men.

The Star Glass Co., Star City, W. Va., has awarded a contract to the Pittsburgh Bridge & Iron Works, for a new plant to total about 60,000 sq. ft. of floor space. The structure will be equipped for the manufacture of illuminating glassware products.

The Imperial Valley Gypsum & Oil Co., San Diego, Cal., has acquired property at Maria, Cal., comprising 170 acres of land, as a site for a new oil refinery and gypsum plant. The company has purchased extensive deposits of gypsum about 25 miles north of Maria. The initial plants are estimated to cost about \$150,000.

## The Foreign Markets

Imports of Drugs, Chemicals, Dyestuffs, etc., Page 946

### CAMPHOR AND CLOVES HIGHER IN LONDON

**More Activity Apparent as Consumers Seek to Replace Depleted Stocks—Firmer Market for Agar Agar, Shellac, Turmeric and Turpentine—Lower Prices Announced for Formaldehyde, Lycopodium, and Phenacetin**

(Special Cable to DRUG AND CHEMICAL MARKETS)

London, Nov. 2.—The outlook in fine chemicals is slightly brighter. Higher prices are announced for camphor, cloves, mace, and nutmegs, and more activity is apparent in the market, owing to consumers efforts to replace stocks now at low ebb.

Agar agar, shellac, turmeric and turpentine are firmer.

The market is easier for acetanilid, aspirin, linseed oil and menthol.

Prices are lower for formaldehyde, lycopodium, and phenacetin.

London, Oct. 22. (By Mail).—The recent signs of activity in the fine chemical and crude drug markets have again died away, and the week has been quiet. Export trade is still hampered by the fluctuations in exchanges. The German mark has today collapsed to the rate of 720 to the pound sterling.

Acetanilid has been in good demand, and the higher price of 1s 7d to 1s 8d per lb. is asked.

Bergamot Oil is somewhat lower, 25s 6d to 27s 6d per lb. being the price on spot.

Camphor Refined—Japanese slabs are firmer at 3s 11d per lb., and Chinese have been sold at 3s 10d to 3s 11d per lb. on spot.

Creosote B. P. is lower, being now offered at 4s 6d to 5s per lb.

Cubebs are easier, and good may now be bought at £20 per cwt.

Dill Seed is higher, at 25c per cwt.

Ipecacuanha is easier, good bright Matto Grosso offering from 6s 9d down to 6s 3d per lb. Cartagena still remains at 9s per lb.

Linseed Oil has been tending lower, and the market closes at 28s per cwt. naked, in London.

Sarsaparilla is firmer, genuine grey Jamaica being offered at from 2s to 2s 3d per lb., Lima Jamaica at 1s 10d to 2s per lb., and red native at 1s 9d per lb.

Senega Root. The price still remains firm at 4s 4d per lb. on spot, and at 4s 2d per lb. c.i.f. to arrive.

Turpentine has been in little demand, and closes lower, at 65s 3d per cwt. for American on spot.

Vanillin is dearer, spot price being now 39s to 40s per lb.

### COLOMBIA'S PLATINUM OUTPUT

Exports of platinum from Colombia, South America, amounted to 28,757 ounces in 1920, but the estimate for 1921 is only 27,000 ounces. In 1919 the exports were 35,000 ounces. There are two firms which purchase and export 70 per cent of all the platinum mined in Colombia, except that dredged by Americans. These are A. & T. Meluk and Rumié Hermanos. Members of both these firms, Anim Meluk and Carlos Rumié, have visited New York and have stated that a fair minimum price for the next two years for platinum would be at least \$100 an ounce. American interests ship about 6,000 ounces annually from Colombia.

### FOREIGN EXCHANGE

	Par	Current
Great Britain (pound sterling).....	\$4.866	\$3.927
France (franc).....	.193	.074
Italy (lira).....	.193	.041
Germany (mark) per hundred.....	23.89	.555
Czechoslovakia (crown) per hundred.....	20.30	.94
Poland (mark) per hundred.....	23.80	2.75
Austria (crown) per hundred.....	20.30	4.75
Japan (yen).....	.499	.480
Spain (peseta).....	.193	.134
Holland (guilder).....	.402	.341
Belgium (franc).....	.198	.072
Switzerland (franc).....	.198	.183
Norway (crown).....	.268	.135
Sweden (crown).....	.268	.228
Denmark (crown).....	.268	.168
Argentina (peso).....	.424	.324
Brazil (milreis).....	.279	.129
China (Silver dollars—Hongkong).....	.789	.550
(Tael—Shanghai, silver).....	1.082	.805
(Tael—Peking, silver).....	1.156	.883
Russia—(100 rubles).....	51.50	.150

### BRITAIN'S STOCK OF REPARATION DYES

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2.—Dyestuffs imported from Germany by Great Britain on reparations account now on hand are estimated at 2,000 tons which is not regarded as an appreciable amount in view of an annual consumption of 20,000 tons in the United Kingdom, according to a report from Consul General Skinner, London. The importation of those dyes now is practically at a standstill and last year the quantities imported were very light because of the slack demand.

Importation began in November, 1919. It is believed that in future on orders for reparations account, it will be possible to select the particular kind and color of dyes desired. The total imported may not exceed 25 per cent of the total German output though the amount of any one particular dye may be in excess of that percentage of the quantity of that dye produced in Germany.

About 60 per cent of all the sales of dyes for Government account have been taken by the Association of Dye Users of Great Britain. No export trade has been attempted although a small quantity was sold to the Australian government and also to the Indian government several months ago. If any of the official importations have come to America it has been in violation of orders, according to the report of Consul General Skinner.

### CRUDE DRUGS DULL IN MARSEILLES

(Special Correspondence to DRUG & CHEMICAL MARKETS)

Marseilles, Oct. 22.—Lack of activity in drugs is still the only discernible characteristic in the market and the prices, which are almost stationary, are those of the sellers. The buyers still maintain a cautious reserve and are buying only for immediate needs:

Francs	Francs
Ceylon cinnamon ....600	Saffron .....\$7,500
Chinese cinnamon ....250	Zanzibar cloves .....800
Moroccan cumin ....250	St. Marie cloves ....1,000
Rose flowers .....450	Henna in leaves ....450
Essence of anise ...1400	Manna, in tears ....2,500
Sumatran benzoin ....650	Bayonne resin, white..100
Foenugreek seed .....80	Bayonne resin, yel..75-85
Fennel .....200	Agar agar .....1,650
Coriander seed .....130	Aloes .....300-325
Opium .....13,300	Star anise .....375
Pimento .....500	Spanish anise .....375
	Cardamom .....1,350

**ASKS CANADIANS TO USE BRITISH DYES**

(Special to Drug and Chemical Markets)

Montreal, Nov. 2.—Sir William Alexander, chairman of the British Dyestuffs Corporation, in an interview here this week, said in part: "Canada will gain nationally and commercially by supporting the importation of the British manufactured dyestuffs. It is absolutely necessary to have the sympathy and support from Canada, for the British dyestuffs industry. It is good insurance against price exploitation by Germany, and the dyestuff plant is adaptable for the production of munitions of war, and especially toxic poison gas, which, by the way, was first used on the Canadians at Ypres in 1915."

Touching on the quantities of dyestuffs consumed by the different countries in the world, Sir William gave the total as 162,000 tons per annum. Of this amount, Germany directly provided 135,000 tons. "Germany's post-war capacity is unknown," remarked Sir William, "but it must be enormously greater. The present capacity of countries, other than Germany, may be estimated at, United States, 32,000 tons; Great Britain, 25,000 tons; Switzerland, 12,000 tons; France, 8,000 tons; other countries, 4,000 tons. A total of 81,000 tons, exclusive of Germany. It is self-evident, therefore, assuming that the world's consumption within a reasonable number of years rises to 180,000 tons per annum and that Germany would not be called upon to deliver more than 100,000 tons, what is to be done with her surplus capacity? Is this not an important point for those dealing with the disarmament under articles 169 and 171 of the Treaty of Versailles?"

Sir William Alexander is managing director of Charles Tennant & Co., Glasgow. He saw much service in France with his regiment, the Sixth Black Watch. He held many Government positions during the war, being Director of Administration of National Explosives factories, Controller of Aircraft Supply and Production and Director General of Purchases and Supply Ministry of Munitions.

**FRENCH CHEMICAL PRICES FIRM**

(Special Correspondence to Drug &amp; Chemical Markets)

Marseilles, Oct. 22.—There has been little business in heavy chemicals, but the market remains firm with a slight tendency toward higher prices.

Francs per 100 kilos	Francs per 100 kilos
Hydrochloric acid 20° 24	Soda ash .....45
Nitric acid 36 degree 140	Ammonium sulfate ...75
Nitric acid 40 degree 160	Caustic lye .....40
Sulfuric acid 60 degree 23	Sodium silicate .....40
Sulfuric acid 50 degree 19	Magnesium chloride ..11
Chloride of lime.....48	Potassium chloride ...62
Calcium chloride .....40	Sodium nitrate .....90
Soda, hydrated .....25	Magnesium sulfate ...32
Potassium chlorate ...300	Copper sulfate 98%...130
Caustic soda .....95	Iron sulfate 95%.....20

**NEW GERMAN NITRATE PRICES**

(Special Correspondence to Drug &amp; Chemical Markets)

Berlin, Oct. 22.—The German Government has sanctioned further price advances for nitrates, amounting to 20 per cent for cyanamide, ammonia and ammonia nitrate fertilizers, and 37 per cent for pure sodium nitrate, as from Oct. 10. Prices for the different grades are now as follows:

	Former price per kilo	Present price 1%nitrate per kilo
	marks	marks
Ammonia sulfate .....	14.50-14.85	17.40-18.00
Ammonium chloride .....	14.50	17.40
Sodium-ammonium sulfate .....	14.50	17.40
Sodium nitrate .....	17.50	24.00
Ammon-sulfate nitrate ....	14.50	17.40
Cyanamide .....	12.90	15.50

**CHILE REDUCES NITRATE PRICES**

The agreement entered into by the Chilean Association of Nitrate Producers and the pool established in London with a view to dispose of the stocks accumulated, reads as follows:

(1) The prices fixed by the association on June 30 in accordance with the resolution of January 26 of this year are hereby corrected.

(2) The revision in prices shall consist in establishing the following scale to go into effect from date to June 30, 1922: October, 10s 6d; November to April, 1922, inclusive, 11s; May, 1922, 10s 9d; June, 10s 3d. Beginning July 1, 1922, the association might fix whatever prices it deems convenient to its interest.

(3) The pool declares its acceptance of the revision of prices established under the previous articles.

(4) The association shall pay the pool under this agreement the following compensations: (a) for all and any quantity of new nitrate that may be sold for delivery between October 1, 1921, and March 31, 1922, and which has been actually shipped before this last date, 20d per Spanish quintal; (b) for all and any quantity of new nitrate sold for delivery between April 1, 1922, and June 30, 1922, and actually shipped before this last date, 12d per Spanish quintal; (c) all new nitrate sold for delivery between July 1, 1922, and June 30, 1923, and actually shipped before this last date, 4d per Spanish quintal.

(5) The total amount of the compensation referred to in the above paragraph shall be distributed among the members of the pool in the proportion and manner the President of Chile should consider advisable.

(6) The association guarantees to the pool as a minimum compensation the sum of £1,500,000, and in case the payment of that sum has not been completed by the association by June 30, 1923, it shall continue paying the pool 4d per Spanish quintal sold, until said sum of £1,500,000 has been paid up.

(7) The payment of the compensation quotas shall be made directly by the association at the time of receiving payment for the nitrate sold.

(8) In the event that the association should consider advisable to sell through consignees, the price paid shall be based upon the scale fixed under paragraph No. 2 until June 30, 1922. The contracting parties are agreed that the President of Chile shall appoint the arbitration body should any misunderstanding arise.

**EUROPEAN BEET SUGAR PRODUCTION**

(Special Correspondence to Drug &amp; Chemical Markets)

Berlin, Oct. 22.—The latest estimates of European beet sugar production compiled by a Magdeburg Bureau of Statistics give the presumable output of the different countries as follows: (in metric tons)

	1921-22	192-21
Germany .....	1,300,000	1,106,000
Czecho-slovakia .....	650,000	715,000
France .....	300,000	338,000
Holland .....	330,000	317,000
Belgium .....	270,000	243,000
Austria .....	16,000	14,000
Hungary .....	45,000	33,000
Denmark .....	149,000	137,000
Sweden .....	185,000	164,000
Italy .....	200,000	122,000
Poland .....	200,000	171,000
Spain .....	140,000	135,000
Others, including Russia..	110,000	100,000
<b>Total</b> .....	<b>3,895,000</b>	<b>3,695,000</b>



# Prices Current of Fine and Heavy Chemicals, Drugs, Essential Oils, Dyestuffs and Oils

## EXPLANATION

Prices current quoted herein are spot New York, unless otherwise indicated, for goods in large quantities in original packages of the customary trading unit of weight or measure. Re-sale prices are quoted when second-hands are a factor in the market.

The price range (two sets of figures, e. g., .16-.19) indicates either prices for different quantity orders, or else that different manufacturers or importers quote different prices. All price ranges are inclusive.

All quotations are made on the basis of avoirdupois pounds and ounces or American gallons. For the ready reference of exporters and foreign buyers the following tables of equivalents are published:

## WEIGHTS AND MEASURES

1 Imperial Gallon (Brit.)—1.20 Amer. Gallons
1 American Gallon—833 Imperial Gallons
1 American Gallon—3.79 liters
1 Liter—.264 American Gallon
1 American Gallon (H <sub>2</sub> O) weighs 8.35 pounds
1 Pound (Avoirdupois) weighs .454 Kilogram
1 Kilogram weighs 2.20 pounds (Avoirdupois)

## Acids

Acetic. See Heavy Chemicals		
Acetyl-salicylic .....	.56	— .58
Benzoic, U.S.P. ....	.63	— .80
Boric cryst., bbls. ....	.1234	— .14
Powdered, bbls. ....	.1234	— .14
Butyric Tech., 98 p.c. ....	—	.90
Camphoric .....	4.27	— 4.50
Carbolic cryst., U.S.P., drs. ....	.10	— .16
1-lb. bottle .....	—	.27
5-lb. bottle .....	—	.23
50 to 110-lb. tins. ....	—	.19
Liquid, U.S.P., 1 lb. bot. ....	—	.26
Crude, 25 p.c. ....	.30	— .35
Chromic, 98 p.c. ....	—	.45
Chrysophanic .....	1.70	— 1.90
Cinnamic, See Aromatic Chemicals		
Citric, crystals, bbls. ....	—	.47
Powdered .....	—	.48
Imported, kegs .....	.44 1/2	— .46
Cresylic, 95-100 p.c., See Coal-tar Crudes		
Formic, 75 p.c., tech. ....	.15	— .16
Gallie, U.S.P., bulk. ....	.80	— .90
Glycerophosphoric, 25 p.c. ....	1.65	— 1.75
Hydrobromic, 40 p.c., pure. ....	—	.40
Hydrochloric, C.P., carboys. ....	.07	— .08
Hydroiodic, sp. g. 1.150. ....	—	.20
Hydrofluoric, see Heavy Chemicals		
Hypophosphorous, 50 p.c. ....	1.65	— 1.70
U.S.P., 10 p.c. ....	—	.37
Lactic, U.S.P., VIII. ....	.55	— .60
U.S.P., IX .....	.65	— .70
Molybdic, C.P. ....	—	3.00
Muriatic, see Heavy Chemicals		
Nitric, C.P. ....	.09	— .10
Nitro Muriatic .....	.20	— .23
Oxalic, cryst., bbls. ....	.12 1/2	— .15
Picric, kegs, see Intermediates		
Phosphoric, 85-88 p.c., syr. U.S.P. ....	.20	— .21
50 p.c., tech. ....	.12	— .17
Pyrogallie, resublimated .....	—	1.75
Crystals, bottles .....	—	1.35
Salicylic, U.S.P. ....	.20	— .22
Second Hands .....	.19	— .20
Sulfuric, C.P. ....	.07	— .08
Sulfurous (67 p.c.) .....	.03	— .05
Tannic, U.S.P. ....	.75	— .85
Tartaric, Crystals, U.S.P. ....	—	.35
Powdered, U.S.P. ....	—	.35
Imported U.S.P., Cryst. ....	.27	— .28
Powdered .....	.27	— .29

## Fine Chemicals

Acetanlid, C.P., bbl. blk. ....	.29	— .33
Acetone, C. P. ....	.12 1/2	— .13 1/2
Acetphenetidin .....	—	1.65
Aconitine, Alkaloid, cryst. ....	—	23.00
Amorphous .....	—	16.00
Adeps Lanæ. See Lanolin		
Albumen, Egg, edible. ....	—	.60
Alcohol, 190 proof, U.S.P., gal. ....	—	4.70
Cologne Spirit, 190 proof, gal. ....	—	4.75
Second Hands, U.S.P., gal. ....	—	4.65
For Export, U.S.P., gal. ....	.45	— .47
Wood ref., 95 p.c. ....	.65	— .67
97 p.c. ....	.70	— .72
Pure .....	.85	— .90
Second Hands, 95-97 p.c., gal. ....	.65	— .67
Denatured Complete .....	.40	— .42
Butyl .....	.23 3/4	— .28 3/4
Iso-propyl, bbls. ....	—	2.50
Alolin, U.S.P., powd. ....	.88	— .90
Amidopyrine .....	4.75	— 5.25
Ammonium, Acetate, cryst. ....	.37	— .40
Benzoate, cryst., U.S.P. ....	.95	— 1.00
Bichromate, C. P. ....	.65	— .70
Bromide, gran., bulk. ....	—	.28
Imported .....	—	.30
Carb. Dom., U.S.P., kegs. ....	.13	— .14
Chloride, U.S.P. ....	.19	— .20
Hypophosphite .....	1.35	— 1.40
Ichthyolate (as to brand) .....	1.00	— 3.00
Crude .....	—	4.30
Nitrate, C. P. ....	—	.40
Oxalate, Pure .....	.45	— .55
Phosphate (Dibasic) .....	.40	— .42
Monobasic .....	.18	— .20
Salicylate, U.S.P. ....	.60	— .65
Water, (See Heavy Chemicals)		
Amyl Acetate, bulk, drums, gal. ....	2.15	— 2.25
Antimony Chlor. (Sol. butter of Antimony) .....	—	.12
Needle Powder .....	.04 1/2	— .05
Antipyrine, bulk .....	1.90	— 2.00
Apomorphine Hydrochlor. 1/2 oz. ....	12.00	— 12.05
Arcoline Hydrobromide .....	9.00	— 10.00
Argols, red .....	—	.07
Arsenic red, See Heavy Chemicals		
White, See Heavy Chemicals		
Arsenous Iodide, U.S.P. ....	—	5.50
Aspirin .....	.56	— .58
Atropine, Alk. U.S.P., 1-oz. v. oz. ....	9.00	— 12.00
Sulfate, U.S.P., 1-oz. v. oz. ....	5.25	— 5.40
Barbital .....	—	.95
Barium Carb. prec., pure. ....	—	.25
Dioxide .....	.20	— .24
Iodide .....	—	5.38
Nitrate .....	.08	— .16
Bay Rum		
Denatured Salicy. Acid. ....	3.27	— 3.50
Denatured, quinine .....	3.60	— 3.75
Benzaldehyde (see Aromatic Chemicals)		
Benzonaphthol .....	2.65	— 2.75
Berberine Hdehl. ....	—	22.50
Acid Sulfate .....	—	25.00
Neutral sulfate .....	—	27.00
Bismuth Metallic .....	1.65	— 1.70
Ammon. Citrate, U.S.P. ....	—	2.10
Oxychloride .....	—	2.30
Salicylate .....	—	1.45
Subbenzoate .....	—	2.75
Subcarbonate, U.S.P. ....	—	1.85
For X-ray Diagnosis. ....	—	2.40
Subgallate .....	—	1.85
Subiodide .....	—	3.85
Subnitrate .....	—	1.75
Second Hands .....	1.70	— 1.75
Subsalicylate .....	—	2.00
Tannate .....	—	2.00
Borax, in bbls. ....	.05 1/4	— .06 1/4
U.S.P., Kegs .....	.06	— .06 1/2
Bromides, See Potass. Brom., etc.		
Bromine, purified .....	—	.25
Bromoform .....	—	1.75
Bromine Sulfate .....	.35	— .40
Cadmium Bromide, crystals. ....	.95	— 1.05
Iodide .....	—	4.00
Metal sticks .....	—	1.00
Caffeine alkaloid, bulk .....	—	5.25
Imported .....	4.50	— 4.60
Hydrochloride .....	—	8.00
Hydrobromide .....	—	5.90
Citrate, U.S.P. ....	4.20	— 4.30
Sulfate .....	—	6.75

## CLASSIFICATION

Items are classified into divisions based upon industrial and trade use and, within these divisions, are arranged alphabetically. The order follows roughly the order of the market reports in the text pages and the running heads at the top of the page serve as a ready index.

**Fine Chemicals** — medicinal, photographic, CP reagent acids and chemicals, except synthetic aromatics.

**Heavy Chemicals** — industrial and metallurgical acids and chemicals, except metals, dyestuffs, tanning materials and fertilizers.

**Coal-Tar Products** — crudes and intermediates.

**Oils** — the fatty oils of animal, fish, and vegetable origin.

**Crude Drugs** — the natural botanical products sold through the drug trade, further subdivided according to class.

**Essential Oils** — include the oleo-resins and are followed by the synthetic aromatic chemicals.

Calcium Glycerophosphate. ....	1.75	— 1.80
Hypophosphite .....	—	.65
Iodide .....	—	3.95
Phosphate, Precip. ....	.14	— .15
Monobasic .....	.30	— .35
Sulfocarbonate .....	.48	— .50
Camphor, Am. ref'd bbls. blk. ....	—	.85
16's in 1-lb. carton. ....	—	8.00
24's in 1-lb. carton. ....	—	9.00
32's in 1-lb. carton. ....	—	.91
Japan refined, 2 1/2 lb. slabs. ....	—	.85
Tablets (as to size) .....	.90	— .95
Chinese, crude .....	.60	— .62
Refined .....	—	.83
Monobromated, bulk .....	1.60	— 1.75
Caramel .....	.60	— .70
Carmine, No. 40. ....	—	4.75
Casein, Edible .....	.35	— .40
Technical .....	.14	— .15
Castor Oil, AA bbls. ....	11 1/4	— .12
Cerium Oxalate .....	.45	— .48
Chalk, Precip., light. ....	.03 1/2	— .04
Heavy .....	.03	— .03 1/2
Drop .....	—	.08
Charcoal, Powd. ....	.04	— .05
Willow, Powd. ....	.06	— .07
Bone Black, Powd. ....	—	.08
Chloral Hydrate, U.S.P., crystals, 25 lb. jars, 100 lb. lots. ....	—	.76
Chloroform, U.S.P. ....	—	.43
Second Hands .....	.36	— .40
Cinchonidin, Alk., crystals. ....	—	.93
Sulfate .....	.52	— .60
Cinchonine, Alk., crystals. ....	—	.54
Sulfate .....	.25	— .30
Cocaine, Hydrochl., Cryst. ....	—	6.00
Gran., Powd. ....	—	6.25
Imported .....	—	6.00
Cocoa Butter, bulk .....	.29	— .30
Fingers, cases .....	.34 1/2	— .35 1/2
Codeine, Alk., 10 oz. bulk. ....	—	6.10
Hydrobromide .....	—	4.90
Hydrochloride .....	—	5.50
Nitrate .....	—	5.50
Phosphate .....	—	4.55
Salicylate .....	—	4.55
Sulfate .....	—	4.80
Cod Liver Oil, Newf'd. ....	16.00	— 18.00
Norwegian .....	17.50	— 18.50
Colchicine Alk. ....	—	37.50
Salicylate .....	—	37.50
Collodion, U.S.P. ....	.25	— .28
Flexible, U.S.P. ....	.28	— .30
Corn Syrup .....	1.94	— 2.29



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ETHYL CHLORIDE  
NITRATE SILVER  
SOLUBLE COTTON AND ITS SOLVENTS  
SULPHITE SODA  
SULPHUR FLOUR



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Silver Proteinate  
Sodium Benzoate  
Thymol Iodide  
Strychnine and its  
Salts



## Fine Chemicals

2.50	Methyl Acetone, bbls.....gal.	.70 — .72
.28	Methyl salicylate, see Aromatic Chemicals	
.45	Methylene Blue, medicinal..lb.	4.75 — 5.00
.50	Milk, powdered .....	.15 — .16
.14	Mineral Oil, white .....	.85 — 1.25
1.50	Morphine, Acet., 10-oz. in 5s.oz.	— 4.90
1.75	Hydrobromide, 10-oz. in 5s.oz.	— 4.90
.14	Hydrochloride, 10-oz. in 5s.oz.	— 4.90
.10	Sulfate, 10-oz. in 5s.oz.	— 4.90
.22	Diacetyl, Alk., 10 oz., 1/4s.oz.	— 8.40
3.00	Diacetyl Hydcl., 10 oz., 1/4s.oz.	— 7.60
1.25	Ethyl Hydcl., 10 oz., 1/4s.oz.	— 8.95
.53	Opium cases, U.S.P.....lb.	— 5.80
2.15	Granular .....	— 6.75
.80	Powdered, U.S.P.....lb.	— 6.75
.10	Oxgall, pure, U.S.P.....lb.	1.50 — 1.55
3.00	Pancreatin .....	1.50 — 1.70
1.95	Papain .....	2.50 — 2.60
5.65	Paraformaldehyde .....	.60 — .65
.30	Pepsin Powd., U.S.P.....lb.	— 2.50
4.80	Petrolatum, light amber bbls.lb.	— .04 1/2
41.00	Cream White .....	— .06
.99	Lily White .....	— .10 1/2
.56	Snow White .....	— .11 1/2
.58	Phenolphthalein .....	1.40 — 1.50
.72	Phosphorus, yellow .....	.26 — .35
.48	Pilocarpine, hydrochloride ..oz.	6.00 — 6.75
.87	Alkaloid, 15 gr. vial.....ea.	— .80
.82	Nitrate .....	— 6.90
.66	Piperazine Hydrate .....	— .50
3.11	Podophyllin .....	— 4.25
3.21	Potassium acetate .....	— .40
3.11	Bicarbonate, U.S.P.....lb.	.10 — .12
.91	Bisulfate .....	— .40
1.01	Bromide Crystals, bulk.....lb.	— .19
1.06	Granulated .....	— .19
1.11	Imported, U.S.P.....lb.	.14 — .16

Potass. Carbonate, U.S.P.....lb.	.12 — .14
Caustic, U.S.P. (by alcohol) lb.	— .45
U.S.P. purified .....	— .30
Chlorate, Imp., Powd.....lb.	.07 — .10
Chromate, cryst. yellow, tech. 1-lb., c. b. 10.....lb.	— .42
Citrate, bulk. U.S.P.....lb.	— .65
Glycerophosphate, 75 p.c.....oz.	1.85 — 1.90
Guaiacol Sulfonate .....	2.75 — 3.50
Hypophosphite, bulk .....	— .85
Iodide, bulk .....	— 2.60
Second Hands .....	— 2.60
Lactophosphate .....	— .90
Nitrate, see Saltpetre	
Oxalate, Neutral .....	.50 — .60
Permanganate, U.S.P. ....lb.	.18 1/2 — .19
Salicylate .....	.75 — .85
Sulfate, C.P. ....	.35 — .40
Tartrate .....	— .65
Pumice Stone, lump.....lb.	.04 — .05
Powdered .....	.03 — .04
Pyridin .....	— 1.75
Quinine Sulf., 100-oz. tins.oz.	— .70
1-oz. tins .....	— .78
Imported, Java .....	.67 1/2 — .68
Imported, Japanese .....	.67 1/2 — .68
Bisulfate, 100-oz. tins.oz.	— .70
Alkaloid .....	— 1.05
Acetate .....	— 1.05
Arsenate .....	— 1.05
Benzoate .....	— 1.05
Citrate .....	— 1.05
Dihydrochloride .....	— 1.05
Dihydrobromide .....	— 1.05

Quinine Dicarboxate .....	2.00 — 3.00
Ethyl Carbonate .....	1.25 — 1.50
Ferrocyanide .....	— 1.05
Formate .....	— 1.05
Glycerophosphate .....	— 1.17
Iodide .....	— 1.05
Hydrobromide .....	— .96
Hydrochloride .....	— .96
Japanese .....	.85 — .90
Hydrochlor. & Urea.....oz.	— 1.05
Hypophosphite .....	— 1.05
Lactate .....	— 1.05
Phenolsulfonate .....	— 1.05
Phosphate .....	— .96
Salicylate .....	— .96
Tannate .....	— .70
Tartrate .....	— 1.05
Valerate .....	— 1.75
Quinidine Alk., crystals, tinsoz.	— .96
Sulfate, tins .....	— .71
Resorcinol, crystals, U.S.P..lb.	2.00 — 2.25
Resale .....	— 1.50
Technical, See Intermediates	
Rochelle Salt, crystals.....lb.	— .23
Imported, U.S.P. ....	.19 — .20
Rosewater, triple .....	— 1.50
Saccharin, U.S.P. ....	— 2.25
Resale .....	2.05 — 2.10
Salicin, bulk .....	4.00 — 4.25
Salol, U.S.P., bulk.....lb.	.60 — .70
Saltpetre, Double ref. bbls..lb.	.07 1/2 — .09 1/2
Santonin, cryst., U.S.P.....lb.	— 135.00
Powdered .....	— 136.50
Seidlitz Mixture, bbls.....lb.	— .18 1/2
Silver Nitrate, 500 oz. lots.oz.	.47 — .48
Nucleinate .....	.30 — .36
Resale .....	.28 1/2 — .30
Protein .....	— .34
Colloidal .....	— 1.60

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Soap, Castile, white pure....lb.	.18	—	.20
Conti's .....	—	—	12.00
Powd., U.S.P., bbls.....lb.	.33	—	.34
Green, U.S.P. ....lb.	.06 1/4	—	.07 1/4
Sodium, Acetate, U.S.P., gran. lb.	.12	—	.15
Benzoate, gran., U.S.P.....lb.	.53	—	.70
Bicarb., U.S.P., powd., bbls. lb.	.0234	—	.02 1/4
Bromide, U.S.P., bulk.....lb.	—	—	.20
Imported, U.S.P. ....lb.	.15	—	.16
Cacodylate .....	3.50	—	3.75
Caustic, U.S.P., See Sod. Hydroxide			
Chlorate, U.S.P., 8th Rev.			
Crystals, c.b., 10.....lb.	.13	—	.16
Granular, c.b., 10.....lb.	.16	—	.18
Chloride, C. P. ....lb.	—	—	.07 1/4
Citrate, U.S.P., Cryst. VIII lb.	—	—	.60
VIII .....	—	—	.60
Granular, U.S.P., gran. IX lb.	—	—	.73
Cyanide 96-98, see Heavy Chemicals			
Glycerophosphate, crystals..lb.	—	—	1.95
Hydroxide, U.S.P. ....lb.	—	—	.18
Hypophosphite, U.S.P. ....lb.	—	—	.75
Iodide, bulk .....	—	—	3.30
Nitrate, U.S.P. ....lb.	.05 1/4	—	.07
Oxalate, Neutral .....	.45	—	.55
Peroxide .....	—	—	.38
Phosphate, U.S.P., gran.....lb.	—	—	.07
Recryst. ....lb.	—	—	.13
Pyrophosphate .....	—	—	.14
Salicylate, U.S.P. ....lb.	—	—	.25
Resale .....	—	—	.25
Sulfate (Glauber's Salt) cwt.	1.65	—	1.75
Needle Crystals .....	—	—	2.25
Sulfocarbonate .....	.25	—	.27
Sparteine Sulfate .....	.60	—	.70
Strontium Brom. Cryst., blk. lb.	—	—	.29
Carbonate, pure .....	—	—	.28
Iodide, bulk .....	—	—	3.25
Nitrate, Kegs .....	.12	—	.12 1/4
Salicylate, U.S.P. ....lb.	.70	—	.75

Strychnine Alkd., cryst.....oz.	—	—	1.45
Alkaloid, Powd. ....oz.	—	—	1.35
Acetate .....	—	—	1.60
Glycerophosphate .....	—	—	1.70
Hydrobromide .....	—	—	1.70
Hydrochloride .....	—	—	1.60
Hypophosphite .....	—	—	1.80
Nitrate .....	—	—	1.60
Phosphate .....	—	—	1.70
Sulfate, crystals, bulk.....oz.	—	—	1.15
Sugar of Milk, Powder.....lb.	.16 1/4	—	.17
Sulfonal, 100-oz. lots.....oz.	—	—	.38
Sulfonethymethane, U.S.P....lb.	—	—	5.75
Sulfonmethane, U.S.P. ....lb.	—	—	4.75
Sulfur, roll, bbls.....100 lbs.	2.15	—	2.70
Flour, 100 p.c. pure.....100 lbs.	2.50	—	3.15
Flowers, 100 p.c. pure.....100 lbs.	3.00	—	3.65
Precip., U.S.P. ....lb.	.17 1/4	—	.21 1/4
Lac Sulfur .....	.08	—	.10
Tartar Emetic, tech.....lb.	.34	—	.37
U.S.P. ....lb.	.39	—	.40
Talcum, Amer., bags.....100 lbs.	—	—	1.40
Purified .....	—	—	3.50
Terpin Hydrate .....	.50	—	.53
Theobromine Alkaloid .....	5.75	—	6.00
Thymol, crystals, U.S.P.....lb.	5.25	—	5.35
Iodide, U.S.P., bulk.....lb.	9.00	—	9.10
Tin bichloride, see Heavy Chemicals			
Oxide, 500 lb. bbls.....lb.	—	—	.40
Toluene, See Coal Tar Crudes			
Triphenol .....	—	—	.90
Trional .....	—	—	.47
Veratrine Sulfate .....	—	—	2.50
Hydrochloride .....	—	—	2.50
Witch Hazel, Ext., dble dist.,			
bbl. ....gal.	1.22	—	1.30
Yohimbin, Hydchl. ....oz.	—	—	12.50
Zinc Carbonate, U.S.P., precip. lb.	—	—	.37
Chloride, U.S.P. ....lb.	.35	—	.40
Nitrate .....	—	—	.42
Iodide, bulk .....	—	—	3.75
Oxide, U.S.P., bbls.....lb.	—	—	.17
Stearate .....	—	—	.24
Sulfate, U.S.P. ....lb.	.08	—	.09

## Heavy Chemicals

## ACIDS

Acetic, 28 p.c., bbls.....100 lbs.	2.50	—	2.75
56 p.c., bbls.....100 lbs.	5.00	—	5.50
80 p.c., bbls., Com'l.....100 lbs.	7.89	—	8.64
80 p.c., bbls., pure.....100 lbs.	9.00	—	9.26
Glacial, bbls.....100 lbs.	10.00	—	10.50
Chlorosulfonic, 93-95 p.c.....lb.	.15	—	.16
Hydrobromic com., 48 p.c. lb.	.35	—	.37
Pure, 40 p.c.....lb.	—	—	.40
Hydrofluoric 30 p.c. bbls.....lb.	.07	—	.07 1/4
48 p.c. in carboys.....lb.	.12	—	.13
52 p.c. in carboys.....lb.	.13	—	.14
60 p.c. in carboys.....lb.	.16	—	.17
White Acid .....	.32	—	.33
Hydrofluosilicic 35 p.c.....lb.	.10	—	.12 1/4
Lactic, 22 p.c., dark.....lb.	.04 1/4	—	.05
22 p.c., light.....lb.	.05 1/4	—	.06
44 p.c., dark.....lb.	.09 1/4	—	.10
44 p.c., light.....lb.	.12 1/4	—	.13
66 p.c. ....lb.	—	—	.16
80 p.c., imported.....lb.	—	—	.15
Mixed, Nitric .....	.09 1/4	—	.10 1/4
Sulfuric .....	.01	—	.01 1/4
Muriatic, 18 deg. clys.....100 lbs.	1.20	—	1.75
20 deg. carboys.....100 lbs.	1.50	—	2.00
22 deg. carboys.....100 lbs.	1.90	—	2.25
Iron Free clys., 18 deg.			
100 lbs.	1.50	—	1.75
20 deg. ....100 lbs.	1.75	—	2.00
22 deg. ....100 lbs.	2.00	—	2.25
Nitric, 36 deg. carboys.....lb.	.05 1/4	—	.06
38 deg. carboys.....lb.	.05 1/4	—	.06 1/4
40 deg. carboys.....lb.	.06 1/4	—	.07
42 deg. carboys.....lb.	.06 1/4	—	.07 1/4
Phosphoric, 50 p.c., tech.....lb.	.13	—	.18
Syrupy, 65 p.c.....lb.	.20	—	.22
Pyroligneous, Tech. ....gal.	.12	—	.13 1/4
Sulfuric, Tank carlots			
60 deg., f.o.b. wks.....ton	11.00	—	12.00
66 deg., f.o.b. wks.....ton	17.00	—	18.00

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Acid, Sulf., 20 p.c. Oleum, f.o.b. wks. ....ton	21.00 — 23.00	Antimony chloride, liq. ....lb.	.15 — .17	Copper Sulfate .....100 lbs.	5.00 — 5.65
60 p.c. oleum. ....ton	65.00 — 75.00	Anhydrous .....lb.	.50 — .55	Imported .....100 lbs.	4.85 — 5.00
Sulfurous com. ....lb.	.12 — .14	Oxide .....lb.	.07 — .07½	Tartrate (verdigris sub- stitute) .....lb.	— — .30
Tannic, Tech. ....lb.	.65 — .80	Sulfide, Crimson .....lb.	— .60	Copperas, wks. ....100 lbs.	.75 — 1.00
Tungstic .....lb.	1.00 — 1.05	Golden No. 1. ....lb.	— .35	Ferric Chloride, crys. ....lb.	.08½ — .09
Acetone .....lb.	.12½ — .13	Vermillion .....lb.	— .55	Liquid, 40 deg. ....lb.	.05 — .06
Acetic Anhydride, 85 p.c. ....lb.	— .40	Tartrolactate .....lb.	— .47	Ferrous Chloride, crys. ....lb.	.05½ — .06½
Acetyl Chloride, Redistilled. ....lb.	.45 — .50	Arsenic, white .....lb.	.05½ — .06	Sulfide .....100 lbs.	2.25 — 3.25
Alum, ammonia, lump. ....lb.	.04 — .04½	Red .....lb.	.11 — .12	Flake White .....lb.	.00½ — .10½
Imported .....lb.	.03¾ — .04	Barium, chloride .....ton	— 60.00	Fluorspar, Powdered .....ton	30.00 — 35.00
Ground .....lb.	.04½ — .04½	Imported .....ton	60.00 — 61.00	Acid Grade, f.o.b. mines. ....ton	22.50 — 25.00
Powdered .....lb.	.04½ — .04½	Binoxide .....lb.	.17 — .24	Fuller's Earth, f.o.b. mines. ....ton	16.00 — 17.00
Chrome .....lb.	.07½ — .10	Carbonate .....ton	48.00 — 50.00	Imported .....ton	35.00 — 40.00
Potash lump .....lb.	.05½ — .06	Nitrate .....lb.	.09½ — .10	Fusel Oil, crude. ....gal.	— 1.50
Imported .....lb.	.03½ — .03½	Imported .....lb.	.07½ — .08½	Refined .....gal.	— 3.25
Powdered .....lb.	.06 — .06½	Barytes, floated, white. ....ton	28.00 — 29.00	Kieselguhr .....100 lbs.	1.75 — 2.00
Ground .....lb.	.06½ — .06½	Blanc Fixe, .....ton	70.00 — 75.00	Lead Acetate, white cryst. ....lb.	.12 — 12½
Chrome .....lb.	.09 — .10	Imported .....ton	40.00 — 42.00	White Cakes .....lb.	.11½ — .12
Soda, Ground .....100 lbs.	3.50 — 4.50	Bleaching Pd., f.o.b. wks. ....ton	— 2.25	Granulated .....lb.	.11¾ — 12¼
Aluminum chloride, carbonyl. ....lb.	.04 — .06	Export, F.A.S. ....100 lbs.	— 2.50	Brown Cakes .....lb.	.10¾ — 11¼
Anhydrous .....lb.	.38 — .45	Second Hands, wks. ....100 lbs.	— 2.50	Arsenate, powdered .....lb.	.15 — .18
Sulfate Iron free. ....100 lbs.	2.50 — 3.00	*Second Hands, wks. ....100 lbs.	— —	Nitrate .....lb.	.08 — .10
Commercial .....100 lbs.	2.00 — 2.75	Bromine, Purified wks. ....lb.	— .20	Oxide, Litharge, Amer. pd. ....lb.	.07½ — .07½
Aluminum hydrate light. ....lb.	.22 — .25	Calcium Acetate .....100 lbs.	— 2.00	Red, American .....lb.	.08 — .08½
Ammonia, Anhydrous .....lb.	— .31	Arsenate .....lb.	.18 — .19	Sulfate, basic white. ....lb.	.06¾ — .07
Ammonia Water, 26 deg. ....lb.	.07¾ — .08¾	Carbide .....lb.	.04½ — .05	White, Basic Carb., Amer. dry .....lb.	.06½ — .07½
20 deg. ....lb.	.06¾ — .08¾	Carbonate .....100 lbs.	1.15 — 1.75	Lithopone .....lb.	.06 — .07
18 deg. ....lb.	.05¾ — .07¾	Chloride, solid, f.o.b. N.Y. ....ton	— 28.75	Imported .....lb.	.05½ — .06
16 deg. ....lb.	.05¼ — .07¼	Granulated, f.o.b. N.Y. ....ton	— 35.75	Lime, hydrate .....100 lbs.	— 2.00
Ammonium Bifluoride .....lb.	.26 — .45	Flaked, f.o.b. N.Y. ....ton	— 35.75	Acetate .....ton	— 60.00
Imported .....lb.	— .22	Anhydrous .....lb.	.14 — .15	Sulfur, Powd. ....ton	.10½ — .12
Carbonate, imp. ....lb.	.08 — .09	Lactate .....lb.	— 13½	Magnesite .....ton	70.00 — 72.00
Lactate .....lb.	— .17	Nitrate .....ton	— 60.00	Magnesium Sulfate, tech. ....100 lbs.	1.85 — 2.00
Nitrate .....lb.	.07¼ — .07¼	Chlorine, liquid .....lb.	.08 — .15	Imported .....100 lbs.	1.10 — 1.15
Persulfate, bulk .....lb.	— .50	Carbon bisulfide, C.L. & less. ....lb.	.06½ — .07½	Carbonate, tech. ....lb.	.06 — .08
Sal Ammoniac, gray ....lb.	.07 — .07¼	Carbon black .....lb.	.12 — .20	Chloride, fused, f.o.b. N.Y. ....ton	36.00 — 40.00
Imported .....lb.	.07 — .07¼	Carbon tetrachlor., C.L. & Less. ....lb.	.10½ — .12	Flaked, f.o.b. N. Y. ....ton	38.00 — 42.00
Granulated, white .....lb.	.07 — .07¼	Cobalt Oxide .....lb.	2.00 — 2.25	Fluosilicate, 30% soln. ....100 lbs.	8.00 — 10.00
Imported .....lb.	.07½ — .08	Copper Carbonate .....lb.	.20 — .22		
Lump .....lb.	.15 — .16	Cyanide .....lb.	.60 — .63		
Sulfate, dbl. bags f.o.s. ....100 lbs.	2.65 — 2.75	Subacetate (Verdigris) ....lb.	.24 — .28		
*Dom., Bulk, wks. ....100 lbs.	— 2.30				



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Carteret, N. J. South Charleston, W. Va.

## Heavy Chemicals

Manganese Chloride.....lb.	.20 — .31	Potass. Prussiate, red.....lb.	.26 — .28	Sodium Nitrite.....lb.	.0634 — .07
Dioxide, 80-84 p.c.....ton	55.00 — 60.00	Yellow.....lb.	.19 1/4 — .21	Peroxide.....lb.	.25 — .30
85-90 p.c.....ton	60.00 — 70.00	Sulfate.....unit	1.20 — 1.25	Phosphate (tri) ref.....lb.	.06 — .07
Sulfate.....lb.	.20 — .32	Titanium Oxalate.....lb.	— .55	di-Sodium, U.S.P., gran.....lb.	.07 1/4 — .08 3/4
Nickel oxide.....lb.	.40 — .45	Shipment, imptd.....lb.	— .33	Technical.....lb.	.0434 — .0434
Salts, single.....lb.	.14 — .16	Salt, tech.....ton	— 17.00	Mono-Sodium, ref.....lb.	.25 — .30
double.....lb.	.13 — .15	Salt Cake, bulk.....ton	17.00 — 20.00	Prussiate, Yellow.....lb.	.14 1/4 — .14 3/4
Nitre Cake, bulk wks.....ton	5.00 — 6.00	Saltpetre.....lb.	.0734 — .09 1/4	Silicate, 60 deg.....100 lbs.	3.12 1/4 — 3.50
Orange Mineral.....lb.	.11 — .13	Soda Ash, 58 p.c. Hght. 100 lbs.	2.15 — 2.25	40 deg.....100 lbs.	1.10 — 2.00
Paris Green.....lb.	.23 — .26	Basis, 48 p.c. wks.bgs. 100 lbs.	— 1.62 1/4	Silicofluoride.....lb.	.07 — .08
Phosphorus red.....lb.	— .50	Dense, 58 p.c. bags. 100 lbs.	— 2.35	Sulfate, Gl'h salt.....100 lbs.	1.50 — 2.00
Imported.....lb.	— .40	Basis 48 p.c. wks.bgs. 100 lbs.	— 1.60	Sulfide, 60 p.c.....lb.	.0434 — .06
Yellow.....lb.	— .35	Caustic, 76 p.c.....100 lbs.	4.00 — 4.15	30 p.c. crystals.....lb.	.03 — .03 1/2
Imported.....lb.	— .30	Basis 60 p.c.....100 lbs.	— 3.25	Sulfite, Crystals.....lb.	.0334 — .04
Oxychloride.....lb.	.45 — .50	Ground, 76 p.c. wks. 100 lbs.	4.50 — 5.00	Dessicated.....lb.	.00 1/2 — .10 1/2
Sesquisulfide.....lb.	— .42 1/4	Sodium Acetate.....lb.	.04 — .04 1/4	Thiocyanate.....lb.	.80 — .85
Trichloride.....lb.	.60 — .65	Aluminum Sulfate.....100 lbs.	3.60 — 4.50	Strontium Nitrate.....lb.	.18 — .20
Plaster of Paris.....bbl.	4.25 — 4.50	Bicarbonate.....100 lbs.	2.25 — 2.40	Imported.....lb.	.10 — .11
True Dental.....bbl.	4.35 — 4.60	Bichromate.....lb.	— .08	Carbonate.....lb.	.26 — .26
Potash Caustic, 88-92.....lb.	.08 — .10	Bisulfate, bulk, wks.....ton	5.00 — 6.00	Sulfur Chloride, red.....lb.	.05 — .06
Imported, c.i.f.....lb.	— .06	Bisulfite, Powd.....lb.	.0434 — .05 1/4	Yellow.....lb.	.04 1/2 — .05
70-75 p.c.....lb.	— .11	Solution 32-40 deg.....100 lbs.	1.60 — 2.10	Sulfur Dioxide liq. cyl.....lb.	.08 — .09
Potassium Bichromate.....lb.	.1034 — .11	Carbonate Sal. bbls. 100 lbs.	1.70 — 2.00	Sulfur, crude.....ton	20.00 — 25.00
Powered.....lb.	.13 — .13 1/4	Chlorate.....lb.	— .07 1/4	Flour Com'l, bbls.....100 lbs.	1.45 — 2.00
Binoxalate, tech.....lb.	.40 — .42	*Imported, 120 p.c.....lb.	— .07 1/4	Flowers, 100 p.c.....100 lbs.	2.25 — 3.05
Carbonate, 80-85 p.c.....lb.	.06 — .05 1/4	Chloride, tech.....ton	— 17.00	Sulfuryl Chloride.....lb.	— 1.00
Hydrated.....lb.	.05 1/4 — .06	Cyanide, 96-98 p.c.....lb.	.28 — .30	Tartar Emetic, tech.....lb.	.34 — .37
*85-90 p.c.....lb.	— .07	73-76 p.c.....lb.	.25 — .26	Tin, bichloride.....lb.	.18 — .20
90-95 p.c.....lb.	.06 1/2 — .07	Imported, 120 p.c.....lb.	— .27	Crystals.....lb.	.26 1/2 — .29
96-98 p.c.....lb.	.08 — .09	*128 p.c.....lb.	— .12	Oxide.....lb.	.38 — .40
Chlorate, cryst.....lb.	.12 — .13	Fluoride.....lb.	.12 — .13	Whiting.....100 lbs.	1.15 — 1.75
Powered, American.....lb.	.12 — .13	Hydroxide.....lb.	— .45	Zinc, carbonate.....lb.	.16 — .18
Imported, pow. & crys.....lb.	.06 1/2 — .10	Hypo-sulfite, Crys., bbls. 100 lbs.	3.50 — 3.75	Chloride, Fused.....lb.	.10 — .10 1/4
Imported, c.i.f.....lb.	— .05 1/4	Granulated.....100 lbs.	3.95 — 4.80	Granulated.....lb.	.11 1/4 — .11 3/4
Muriate, basis 80 p.c.....unit	.75 — .80	Tungstate, crys.....lb.	.80 — .85	Imported fus'd & gran.....lb.	.0634 — .06 1/4
Shipment.....unit	— .40	Dessicated.....lb.	.70 — .75	Cyanide.....lb.	.43 — .46
Metabisulfite.....lb.	.40 — .42	Nitrate, crude.....100 lbs.	2.40 — 2.45	Oxide, French.....lb.	.11 — .12 1/4
Perchlorate.....lb.	.19 — .20	Double refined, Gran.....lb.	.05 — .05 1/4	American.....lb.	.08 — .09
Pernanganate, Com'l.....lb.	.18 — .23			Sulfate.....lb.	.03 — .03 1/2
U.S.P., See Fine Chemicals					

\*Nominal



Soda Ash 58%  
Caustic Soda 76%  
Modified Sodas  
Special Alkali  
Bicarbonate of Soda U. S. P.

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## Coal-Tar Products

## Crudes

Anthracene 80-85 p.c.	lb.	.75	— 1.00
40-45 p.c.	lb.	.12	— .18
Benzene, C. P.	gal.	.27	— .33
Resale, drums included.	gal.	—	—
90 p.c.	gal.	.25	— .31
Carbazol	lb.	.85	— 1.00
Cresylic Acid, 95 p.c. dark.	gal.	.65	— .70
Straw, 97-99 p.c.	gal.	.70	— .75
Cresol, U.S.P.	lb.	.17	— .20
Cresote oil	gal.	.20	— .22
Dip. oil	gal.	.31	— .36
Naphthalene, balls	lb.	.08½	— .09½
Flake	lb.	.07½	— .08½
Second Hands	lb.	.07	— .07½
Phenol, Gov't Surplus	lb.	.12	— .17
Open Market	lb.	.09	— .10
Natural	lb.	.15	— .16
Pitch, various grades.	ton	14.00	— 18.00
Solvent naphtha	gal.	.25	— .31
Tar Acid Oil, 25 p.c.	gal.	.26½	— .29
50 p.c.	gal.	.38	— .41
Toluene, pure	gal.	.28	— .34
Xylene, 10 deg. dist. range.	gal.	.35	— .41
5 deg. dist. range.	gal.	.40	— .46
Nitration, 2 deg. range.	gal.	.45	— .51

## Intermediates

Acid 1, 2, 4.	lb.	—	— 1.00
Acid, Anthranilic	lb.	1.40	— 1.50
Technical	lb.	1.10	— 1.25
Acid Benzoic, tech.	lb.	.50	— .60
Acid Broenner's	lb.	1.55	— 1.70
Acid Chloroacetic, tech.	lb.	.40	— .45
Acid Clevs	lb.	1.52	— 1.55
Acid Gamma	lb.	2.25	— 2.70
Acid H	lb.	1.10	— 1.15
Acid Laurent's	lb.	.75	— .80
Acid Metanilic	lb.	1.60	— 1.65

Acid Monosulfonic F (delta).	lb.	2.40	— 2.50
Acid Naphthionic, Crude.	lb.	.70	— .75
Refined	lb.	.90	— 1.00
Acid Neville & Winther's.	lb.	1.40	— 1.50
Acid Phthalic	lb.	.35	— .40
Anhydride	lb.	.40	— .50
Acid Picramic	lb.	.75	— .80
Acid Picric	lb.	.30	— .45
Acid Salicylic, tech.	lb.	.18	— .20
Acid Sulfanilic, tech.	lb.	.27	— .30
Acid Tobias	lb.	—	— 2.00
Acetanilide, tech.	lb.	.27	— .29
p-Aminoacetanilide	lb.	1.25	— 1.50
Aminozobenzene	lb.	—	— 1.15
p-Aminophenol	lb.	1.40	— 1.65
Hydrochloride	lb.	1.75	— 2.05
o-Aminophenol	lb.	3.00	— 3.25
Aniline Oil, (drums extra).	lb.	.17½	— .20
Aniline Salt	lb.	.26	— .28
p-Anisidine	lb.	3.00	— 3.05
Technical	lb.	1.65	— 1.70
Anthraquinone Subl.	lb.	1.50	— 1.75
25 p.c. paste.	lb.	.90	— .95
Bayes's Salt	lb.	—	— 1.00
Benzaldehyde, Tech.	lb.	.45	— .50
Benzidine Base	lb.	1.00	— 1.05
Sulfate	lb.	.75	— .80
Benzoyl chloride	lb.	—	— 1.25
Benzylchloride, redistilled	lb.	.30	— .32
Tech.	lb.	.20	— .22
Bromobenzene	lb.	.35	— .37
Chlorobenzene	lb.	.14	— .15
Chlorhydrin	lb.	—	— 2.50
Diaminophenol	lb.	5.50	— 5.60
Dianisidine	lb.	4.95	— 5.00
o-Dichlorobenzene	lb.	.15	— .17
p-Dichlorobenzene	lb.	.15	— .20
Dichlorobenzene, mixed	lb.	.06	— .07½
Diethylaniline	lb.	1.00	— 1.10
Dimethylaniline, drums ext.	lb.	.45	— .50
Dimethylsulfate	lb.	.90	— 1.00
Dinitrophenol	lb.	.45	— .50
Dinitrobenzene	lb.	.23	— .26
Dinitrochlorobenzene	lb.	.28	— .30
Dinitronaphthalene	lb.	.33	— .35
Dinitrotoluene	lb.	.25	— .27


Diphenylamine	lb.	.65	— .71
Diphenylglycide	lb.	—	— .90
Ethyl Bromide	lb.	—	— .40
Ethyl Chloride	lb.	.55	— .60
"G" Salt	lb.	.70	— .80
Hydrazobenzene	lb.	1.35	— 1.50
Methyl Chloride	lb.	—	— .50
Michler's Ketone	lb.	—	— 4.00
Monochlorobenzene	lb.	.14	— .16
Monothylaniline	lb.	1.10	— 1.25
a-Naphthol, crude	lb.	1.15	— 1.25
Reined	lb.	1.45	— 1.50
b-Naphthol, distilled	lb.	.30	— .34
a-Naphthylamine	lb.	.35	— .37
b-Naphthylamine, tech.	lb.	1.40	— 1.50
Sublimed	lb.	2.25	— 2.50
m-Nitroaniline	lb.	.95	— 1.00
p-Nitroaniline	lb.	.77	— .82
p-Nitroacetanilide	lb.	.60	— .65
Nitrobenzene	lb.	.10	— .12
o-Nitrochlorobenzene	lb.	.35	— .40
p-Nitrochlorobenzene	lb.	.30	— .35
Nitronaphthalene	lb.	.30	— .32
p-Nitrophenol	lb.	.75	— .80
o-Nitrophenol	lb.	.75	— .80
m-Nitro-p-toluidine	lb.	2.60	— 2.75
p-Nitro-o-toluidine	lb.	3.65	— 4.00
p-Nitrosodimethylaniline	lb.	—	—
Nitrotoluene-s, Mixed	lb.	.15	— .17
o-Nitrotoluene	lb.	.18	— .20
p-Nitrotoluene	lb.	.20	— .25
p-Oxy-benzaldehyde	lb.	1.30	— 2.00
p-Phenetidin	lb.	1.35	— 1.50
p-Phenylenediamine	lb.	1.70	— 1.75
m-Phenylenediamine	lb.	1.15	— 1.30
Phenyl-a-Naphthylamine	lb.	—	— 2.25
Phosgene	lb.	—	— .75
Phthalic Anhydride	lb.	.40	— .50
"R" Salt	lb.	.60	— .65
Resorcinol Technical	lb.	1.50	— 1.55
Sodium o-Chloro-p-toluene sulfonate	lb.	.25	— .30
Metanilate	lb.	1.40	— 1.46
Naphthionate	lb.	.70	— .75
Picramate	lb.	.70	— .75
p-toluene sulfonate	lb.	.08	— .10

## Phthalic Anhydride

A co-operative agreement was signed in 1917 between certain manufacturers and the Department of Agriculture for the purpose of developing the manufacture of Phthalic Anhydride under a new process originated in the Bureau of Chemistry, Department of Agriculture.

This process was patented and bears U. S. Patent No. 1,284,888. Phthalic Anhydride produced commercially under U. S. Patent No. 1,284,888 does not have a melting point of 130.0 degrees Centigrade.

Any person or persons producing, buying or using Phthalic Anhydride of this quality other than that which is produced by The Walker Chemical Company of Pittsburgh, Pa., are infringing on U. S. Patent No. 1,336,182 and lay themselves liable to suit for infringement.



## NAPHTHALENE DERIVATIVES

Alpha Naphthylamine  
Alpha Nitronaphthalene  
Cleve's Acids  
H. Acid  
Gamma Acid  
Laurent's Acid  
Neville & Winther's Acid  
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## Coal-Tar Dyes

Schaeffer's Salt .....	lb.	.70	— .75
Thiocarbamide .....	lb.	.40	— .45
o-Toluene Sulfonamide .....	lb.	2.75	— 3.20
p-Toluene Sulfonamide .....	lb.	.60	— .65
p-Toluene Sulfonchloride .....	lb.	.15	— .25
Toluidine .....	lb.	1.30	— 1.36
Sulfate .....	lb.	1.00	— 1.10
Toluidine, Mixed .....	lb.	.45	— .50
o-Toluidine .....	lb.	.25	— .27
p-Toluidine .....	lb.	1.25	— 1.28
m-Toluylenediamine .....	lb.	1.10	— 1.20
Triphenyl Phosphate .....	lb.	.75	— .80
Nylidine .....	lb.	.45	— .50

## Coal-Tar Dyes

## ACID COLORS:

Black .....	lb.	.80	— 1.10
Blue .....	lb.	1.00	— 1.60
Brown .....	lb.	.80	— 1.50
Fuchsin .....	lb.	1.50	— 2.50
Green .....	lb.	2.00	— 4.00
Orange II .....	lb.	.50	— .65
Orange III .....	lb.	.50	— .60
Red .....	lb.	.85	— 3.50
Scarlet .....	lb.	.85	— 1.25
Violet .....	lb.	1.60	— 6.80
Azo Yellow .....	lb.	—	— 2.00
Azo Yellow, green shade .....	lb.	3.50	— 4.50
Brilliant Delphine B.S. ....	lb.	3.50	— 4.50
Erythrosin .....	lb.	7.50	— 8.00
Fast Light Yellow, 2 G. ....	lb.	4.00	— 4.25
Fast Red, 6B extra, con't. ....	lb.	1.15	— 1.20
Indigotin, conc. ....	lb.	2.50	— 3.00
Indigotin, paste .....	lb.	1.50	— 1.60
Naphthol Green .....	lb.	1.50	— 1.60
Naphthylamine Red .....	lb.	6.75	— 7.25
Orange, R. G. ....	lb.	.60	— 1.00
Patent Blue, Swiss Type. ....	lb.	4.00	— 6.00
Ponceau .....	lb.	1.00	— 1.15
Scarlet 2R .....	lb.	.65	— .75
Tartariz, Dom. ....	lb.	1.20	— 1.80
Uranine .....	lb.	8.00	— 10.00
Wool Green S. ....	lb.	2.00	— 5.00

## DIRECT COLORS:

Black .....	lb.	.60	— .75
Sky Blue, conc. ....	lb.	1.50	— 3.00
Sky Blue, 5BX. ....	lb.	—	— 2.00
Blue 2B .....	lb.	.60	— .80
Brown R .....	lb.	.85	— 1.00
Brown G .....	lb.	1.25	— 1.70
Bordeaux .....	lb.	1.75	— 2.50
Fas: Black .....	lb.	—	— 7.50
Fast Pink .....	lb.	3.50	— 4.00
Fast Red .....	lb.	2.55	— 3.50
Fast Yellow .....	lb.	1.50	— 2.25
Yellow .....	lb.	2.00	— 3.50
Violet con't .....	lb.	1.10	— 2.00
Benzopurpurin, 10 B. ....	lb.	2.00	— 2.50
Benzopurpurin, 4 B. ....	lb.	1.25	— 1.40
Chrysophenina, Dom. ....	lb.	2.00	— 2.50
Congo Red 4B Type. ....	lb.	.90	— 1.10
Diamine Sky Blue F. F. ....	lb.	2.50	— 4.00
Geranin .....	lb.	8.75	— 9.25
Oxamine Violet .....	lb.	7.00	— 8.00

## OIL COLORS:

Black .....	lb.	.70	— 1.00
Blue .....	lb.	1.35	— 2.00
Orange .....	lb.	.95	— 1.00
Red III .....	lb.	1.65	— 2.00
Scarlet .....	lb.	1.00	— 1.75
Yellow .....	lb.	1.25	— 1.50
Nigrosine, Oil Sol. ....	lb.	.90	— .95

## SULFUR COLORS:

Black .....	lb.	.20	— .25
Blue .....	lb.	.60	— 1.00
Brown .....	lb.	.35	— .60
Green .....	lb.	1.00	— 1.75
Yellow .....	lb.	.75	— 1.00

## CHROME COLORS:

Alizarin Blue, bright. ....	lb.	5.00	— 5.50
Alizarin, medium .....	lb.	4.50	— 5.00
Alizarin Brown, conc. ....	lb.	—	— 2.50
Alizarin Cyanine .....	lb.	10.00	— 12.00
Alizarin Orange .....	lb.	1.55	— 1.90

Alizarin Red, 20 p.c. Paste. ....	lb.	.60	— 1.00
Alizarin Yellow G. ....	lb.	.85	— 1.00
Alizarin Yellow R. ....	lb.	1.25	— 1.35
Chrome Black, Dom. ....	lb.	.65	— 1.00
Chrome Blue .....	lb.	.75	— 2.00
Chrome Brown .....	lb.	.80	— 1.00
Chrome Green, Dom. ....	lb.	1.50	— 3.00
Chrome Red .....	lb.	1.75	— 2.00
Chrome Yellow .....	lb.	.65	— 1.00
Gallocyanin .....	lb.	2.30	— 2.60

## BASIC COLORS:

Alkali Blue, conc. ....	lb.	6.00	— 6.50
Auramine O .....	lb.	1.80	— 2.35
Auramine OO .....	lb.	3.00	— 3.50
Bismarck Brown R. ....	lb.	.70	— .90
Bismarck Brown G. ....	lb.	1.00	— 1.25
Brilliant Green Crystals. ....	lb.	3.50	— 4.00
Chrysoidin R .....	lb.	.75	— .90
Chrysoidin Y .....	lb.	.75	— .85
Crystal Violet .....	lb.	5.00	— 6.00
Emerald Green, Crystals. ....	lb.	8.00	— 8.60
Indigo 20 p.c. paste. ....	lb.	.45	— .50
Fuchsin Crystals, Dom. ....	lb.	3.00	— 3.40
Fuchsin Base .....	lb.	3.00	— 3.50
Malachite Green, Crystals. ....	lb.	2.25	— 2.50
Malachite Green, Powd. ....	lb.	2.00	— 2.25
Methylene Blue, tech. ....	lb.	1.50	— 2.00
Methyl Violet, 3B. ....	lb.	1.75	— 2.00
Methyl Violet, 6B. ....	lb.	2.85	— 5.00
Nigrosine, spts. sol. ....	lb.	—	— .70
Nigrosine, water sol., blue. ....	lb.	—	— .60
Phosphine G., Domestic. ....	lb.	2.50	— 3.50
Rhodamine B. ex. con't. ....	lb.	8.50	— 10.00
Safranine .....	lb.	2.75	— 3.25
Victoria Blue B. ....	lb.	2.75	— 3.75
Victoria Blue, base, Dom. ....	lb.	5.40	— 6.60
Victoria Blue, crys. ....	lb.	5.00	— 5.50
Victoria Green .....	lb.	2.50	— 5.00
Victoria Red .....	lb.	7.00	— 8.00
Victoria Yellow .....	lb.	7.00	— 8.00
Violamine R & B. ....	lb.	4.00	— 5.00

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## Dyestuffs

## Natural Dyestuffs

Annatto, fine .....	lb.	.31	—	.32
Seed .....	lb.	.04	—	.05
Carmin No. 40 .....	lb.	5.00	—	5.25
Cochineal .....	lb.	.45	—	.50
Gambler, see tanning				
Indigo, Bengal .....	lb.	—	—	2.25
Oudes .....	lb.	1.90	—	2.00
Guatemala .....	lb.	1.75	—	1.85
Kurpahs .....	lb.	1.50	—	1.60
Madras .....	lb.	.85	—	.95
Madder, Dutch .....	lb.	.25	—	.27
Nugalls, blue Aleppo .....	lb.	.14	—	.15
Chinese .....	lb.	.16	—	.17
Quercitron Bark, see tanning				
Turmeric, Madras .....	lb.	.06½	—	.07½
Aleppy .....	lb.	.06¼	—	.07¼

## Dyewoods

Barwood .....	lb.	.05½	—	.06¼
Camwood, chips .....	lb.	.12	—	.16
Fustic, sticks .....	ton	37.00	—	38.00
Chips .....	lb.	.04	—	.06
Hypernic, chips .....	lb.	.06½	—	.07
Logwood Sticks .....	ton	30.00	—	40.00
Chips .....	lb.	.03	—	.06
Quercitron Bark, see tanning				
Red Saunders .....	lb.	.20	—	.21

## Dye Extracts

Note: Range of prices on dye extracts includes quality range for large quantity.				
Archil, Double .....	lb.	.20	—	.23
Triple .....	lb.	.22	—	.24
Concentrated .....	lb.	.24	—	.27

utch, Mangrove, see Tanning				
Rangoon, boxes .....	lb.	.15	—	.18
Liquid .....	lb.	.10	—	.11
Tablet .....	lb.	.13	—	.14
udbear, French .....	lb.	—	—	—
English .....	lb.	.24	—	.26
Concentrated .....	lb.	—	—	—
Flavine .....	lb.	.90	—	1.25
Fustic, Solid .....	lb.	.19	—	.28
Crystals .....	lb.	.25	—	.27
Liquid, 51 deg. ....	lb.	.11	—	.15
Gall .....	lb.	.23	—	.25
Hematin Extract 51 deg. ....	lb.	.11½	—	.13½
Crystals .....	lb.	.20	—	.27
Hypernic, liquid, 51 deg. ....	lb.	.20	—	.30
Logwood, solid .....	lb.	.15	—	.23
51 deg., Twaddle .....	lb.	.09	—	.13
Orange, Extract 42 deg. ....	lb.	.09	—	.16
Crystals .....	lb.	—	—	.20
Persian Berries .....	lb.	.40	—	.42
Juebracho, see tanning				
Quercitron, 51 deg. ....	lb.	.07¼	—	.08¼
Powdered, 100 p.c. ....	lb.	.12	—	.16

## Miscellaneous Dyestuffs

Albumen, Egg, edible .....	lb.	—	—	.60
*Technical .....	lb.	—	—	.45
Blood, imported .....	lb.	—	—	.50
Domestic .....	lb.	.40	—	.42
Prussian blue .....	lb.	.45	—	.50
Soluble .....	lb.	.45	—	.50
Spray yolk .....	lb.	.30	—	.35
Turkey Red Oil .....	lb.	.09	—	.11
Yolk Oil .....	lb.	—	—	.35
Zinc Dust, prime heavy .....	lb.	.09½	—	.11
100-lb. tins .....	lb.	—	—	.11
520-lb. casks .....	lb.	—	—	.10¼
Carload lots .....	lb.	—	—	.09½

## Dextrins and Starches

British Gum .....	per 100 lbs.	2.75	—	3.03
Dextrin, Corn, white or yellow .....	per 100 lbs.	2.45	—	2.73
Potato white or canary .....	lb.	.08¼	—	.09
Sago Flour .....	lb.	.04	—	.04¾
Starch, Powd. bags .....	100 lbs.	1.88	—	2.16
Pearl, bags .....	100 lbs.	1.78	—	2.06
Potato, Domestic .....	lb.	.05	—	.05¼
Imported, duty paid .....	lb.	—	—	.06
Taploca flour, high grade .....	lb.	.03¾	—	.04¼
Medium grade .....	lb.	.02¾	—	.03¼
Low grade .....	lb.	.02¾	—	.03

## Tanning Woods

Algarobilla .....	ton	—	—	—
Divi Divi .....	ton	42.00	—	45.00
Hemlock Bark .....	ton	16.00	—	18.00
Mangrove, African, 38 p.c. ....	ton	—	—	35.00
Bark, S. A. ....	ton	—	—	—
Myrobalans, J1 .....	ton	—	—	25.00
J2 .....	ton	—	—	20.00
B1 .....	ton	—	—	34.00
B2 .....	ton	—	—	19.00
R2 .....	ton	—	—	17.00
Oak Bark .....	ton	20.00	—	23.00
Ground .....	ton	—	—	25.00
Quercitron Bark rough .....	ton	—	—	10.00
Ground .....	ton	20.00	—	25.00
Sumac, Sicily, 28 p.c. ....	ton	63.00	—	64.00
Virginia, 25 p.c. ....	ton	60.00	—	68.00
Valonia Cups 23-33 p.c. ....	ton	31.00	—	35.00
Beard, 40 p.c. ....	ton	—	—	43.00
Wattle Bark .....	ton	—	—	40.00

## ANTHRAQUINONE

SUBLIMED SUBLIMED PASTE

Sanborn  
Chemical Works  
PUTNAM, CONN.

## TOLUOL INTERMEDIATES

Ortho Nitrotoluene      Mixed Toluidine  
Para Nitrotoluene      Ortho Toluidine  
Dinitrotoluene          Para Toluidine



GARY CHEMICAL CO.  
738 BROADWAY  
GARY INDIANA

## Acetic Acid

Commercial—Redistilled  
Pure—Glacial

MANUFACTURED BY

The GRASSELLI CHEMICAL  
COMPANY

NEW YORK CLEVELAND CHICAGO

The Grasselli Chemical Co., Ltd.

TORONTO

MONTREAL

## Fixed Oils

## Tanning Extracts

Chestnut, clarified, 25 p.c. tan, tanks, f.o.b. wks.....lb.	.02	— .02½
Powdered, 60 p.c.....lb.	.05¼	— .06
Decolorized.....lb.	.09	— .09½
Gambler, 25 p.c. tan liq.....lb.	.07½	— .08½
Common.....lb.	.05¼	— .06
Cubes, Singapore.....lb.	.08	— .08½
Hemlock, 25 p.c. tan works.....lb.	.04½	— .04¾
Larch, 25 p.c. tan.....lb.	.04¼	— .04½
Crystals, 50 p.c. tan.....lb.	.08	— .08½
Mangrove, 55 p.c. tan.....lb.	.04½	— .05
Myrobalans, liq., 25 p.c.tan.....lb.	.05¼	— .05½
Solid, 50 p.c. tan.....lb.	.09	— .09½
Oak Bark, liquid, 23-25 p.c.tan.....lb.	.05	— .05¼
Tanks.....lb.	.04½	— .04¾
Quebracho, liquid, 35 p.c. tks.....lb.	.03½	— .03¾
Barrels.....lb.	.04	— .04¼
35 p.c. tan, bleaching.....lb.	.04½	— .05
Solid, 65 p.c. tan ordinary.....lb.	.04½	— .04¾
Clarified.....lb.	.05	— .05½
Spruce, liquid, 25 p.c. tan, works, tanks.....lb.	.01½	— .01¾
Powd., 50 p.c. tan.....lb.	.02	— .02¼
Sumac, liquid.....lb.	.07½	— .09

## Animal and Fish Oils

(Carloads)		
Cod Newfoundland.....gal.	.42	— .44
Tanks.....lb.	—	— .40
Domestic, prime.....gal.	—	—
Degras American.....lb.	.03½	— .03¾
English.....lb.	.03½	— .04
Neutral.....lb.	.09	— .13

Herring.....gal.	—	— .25
Horse.....lb.	.09½	— .05¾
Lard prime.....gal.	—	— 1.02
Off prime.....gal.	—	— .87
No. 1.....gal.	—	— .67
Extra, No. 1.....gal.	—	— .72
No. 2.....gal.	—	— .65
Menhaden, Light strained.....gal.	—	— .41
Yellow, bleached.....gal.	—	— .43
Extra, bleached, winter.....gal.	—	— .45
Blown.....gal.	—	— .52
Crude, f.o.b. works, bbls.....gal.	.32½	— .35
Tanks, wks.....lb.	—	— .32
Neatsfoot, 20 deg.....gal.	—	— 1.00
30 deg., cold test.....gal.	—	— .95
40 deg., cold test.....gal.	—	— .90
Pure.....lb.	—	— .80
Oleo Oil, No. 1.....lb.	—	— .13
No. 2.....lb.	—	— .12½
No. 3.....lb.	—	—
Red Distilled.....lb.	—	— .07½
Saponified.....lb.	—	— .07¾
Sod.....gal.	.44	— .46
Sperm bleached winter		
38 deg., cold test.....gal.	—	— 1.70
45 deg., cold test.....gal.	—	— 1.65
Stearic Acid, single pressed.....lb.	—	— .09¼
Double pressed.....lb.	—	— .10
Triple pressed.....lb.	—	— .11¾
Tallow acidless.....gal.	—	— .75
Whale, natural winter.....gal.	—	— .60
Bleached, winter.....lb.	.65	— .67
Crude, No. 1 tanks, Coast.....lb.	.04¼	— .04¾
No. 2.....lb.	.03¾	— .04¼

## Greases, Lards, Tallow

(New York Markets)		
Grease, Choice White.....lb.	.57½	— .67¾
Yellow.....lb.	.04¼	— .05
Brown.....lb.	.03¾	— .04¼
House.....lb.	.04¼	— .05
Bone Naphtha.....lb.	.05	— .05¾

Lard City, Steam.....lb.	.09	— .09¼
Compound.....lb.	.11½	— .12
Stearine, lard.....lb.	—	— .12¾
Oleo.....lb.	.09½	— .09¾
Tallow, edible.....lb.	.07½	— .07¾
City, Special, loose.....lb.	.06	— .06¾
(Chicago Markets)		
Tallow, edible.....lb.	.07¼	— .07½
City Fancy.....lb.	—	— .07¾
Prime Packers.....lb.	.07	— .07¾
Grease, Choice White.....lb.	.06¼	— .07
"B" White.....lb.	.05¼	— .05½
Yellow.....lb.	.04½	— .04¾
Brown.....lb.	.03¾	— .04
Bone.....lb.	.03¼	— .03½
House.....lb.	.04¼	— .04½
Stearine, prime Oleo.....lb.	.08½	— .09
Lard.....lb.	.09½	— .09¾

## Vegetable Oils

Castor, No. 1 bbls.....lb.	—	— .11¾
Cases.....lb.	—	— .12¾
No. 3.....lb.	.10½	— .10¾
China Wood Oil, bbls.....lb.	.15	— .15½
*Coast, bbls.....lb.	.13¼	— .13½
Orient to N. Y., bbls.....lb.	.14¼	— .14½
Cocunut Dom., Ceylon, bbls.....lb.	.09¾	— .10
*Tanks, Spot.....lb.	.08½	— .09
Cochin, bbls., Dom.....lb.	.10½	— .10¾
*Tanks.....lb.	.09¾	— .10
Manila, tanks, coast.....lb.	.08	— .08½
Edible.....lb.	.11¾	— .12
Copra, Pacific Coast.....lb.	—	— .04¼
Corn, refined, bbls.....lb.	.10½	— .11
Crude Tanks Shipping pt.....lb.	.07¾	— .08
Barrels.....lb.	.08¾	— .09¼
Crude, bbls., N. Y.....lb.	.09	— .09¾
*Cottonseed, Crude, f.o.b. mills in buyers' tanks.....lb.	.07¼	— .07½
Prime Summer, Yel. bbls.....lb.	.08¾	— .09¼
*White.....lb.	—	— .11
Winter, yellow.....lb.	.10¾	— .11
*Nominal		

# NOPCO

for the—  
Textile  
Industries

ALBATEX.....Soluble Wool Oil Base  
BOERITE.....Wool Scouring Oil  
NOPCOCASTOR....Turkey Red Oil 75%  
NOPCOCORN.....Alizarine Assistant  
NOPCOV.....Silk Throwing Oil

SULPHONATED OILS  
SILK SOFTENERS  
COTTON SOFTENERS

NATIONAL OIL PRODUCTS CO.

Harrison, N. J.

Chicago, Ill.



The Red Cross is spending Ten Million Dollars a Year to help the disabled ex-service man and his family  
ANNUAL ROLL CALL - NOV. 11-24

# Naval Stores and Fertilizers

## Naval Stores

(Carloads ex-dock)

Spirits Turpentine, in bbls.gal.	—	—	.82
Wood Turpentine, steam distilled, bbls.	—	—	—
Dest active distilled, bbls.gal.	—	—	—
Pitch Prime .....	bbl.	—	6.50
Rosins, B .....	—	—	5.45
D .....	—	—	5.45
E .....	—	—	5.50
F .....	—	—	5.55
G .....	—	—	5.60
H .....	—	—	5.65
I .....	—	—	5.75
K .....	—	—	6.10
M .....	—	—	6.50
N .....	—	—	6.75
WG .....	—	—	7.00
WW .....	—	—	7.25
Rosin Oil, first run.....gal.	—	—	.35
Second run .....	gal.	—	.37
Tar, kiln-burnt .....	bbls.	—	10.00
Retort .....	bbl.	—	10.00

## Fertilizer Materials

*Ammonium Sulfate, Bulk & dble bags .....	100 lbs.	2.65	— 2.70
Blood, dried, f.o.b. N.Y.....unit	—	—	4.00
Bone, 3 and 50, ground, raw,ton	30.00	—	32.00
Cyanamide wks. ....	unit	—	4.50
Fish Scrap, dom., dried, f.o.b. works .....	unit	3.50	& .10
Nitrate Soda .....	100 lbs.	2.40	— 2.45
Tankage, high-grade, f.o.b. Chicago .....	unit	3.00	& .10

## Phosphate Rock—F.o.b. Mines

Florida pebble, 68-72%.....ton	5.00	— 7.50
Tennessee, 78-80 p.c.....ton	8.00	— 9.00
Potassium muriate, 80 p.c.....unit	.75	— .80
Sulfate .....	unit	— 1.10

## Metals

Aluminum 98-99% Virgin.....cwt.	17.00	— 18.00
98-99% Remelted .....	cwt.	— —
Antimony, Jap. & Chinese.....cwt.	4.85	— 5.10
Bismuth, (See Fine Chemical Prices)	—	—
Cadmium .....	lb.	1.40 — 1.50
Cobalt .....	lb.	— 3.00
Copper Prime Lake.....cwt.	13.00	— 13.25
Electrolytic .....	cwt.	— 12.87½
Castling .....	cwt.	— 12.37½
Graphite, crude, Amorphous.....ton	15.00	— 2.50
Flake .....	lb.	.03 — .07
Iridium .....	oz.	— 160.00
Lead Amer. S. & R. Co.....cwt.	—	—
Open Mkt. Price.....cwt.	4.70	— 4.80
Magnesium, 99 p.c.....lb.	—	1.65
Manganese ore .....	unit	.25 — .35
Mercury .....	flask	40.00 — 41.00
Nickel Ingot .....	cwt.	— 41.00
Shot .....	cwt.	— 43.00
Electrolytic .....	cwt.	— 45.00
Palladium .....	oz.	51.00 — 65.00
Platinum, pure .....	oz.	— 78.00
Silver .....	oz.	— .99¼
Foreign .....	oz.	— .70¾
Tin Straits .....	cwt.	— 28.00
Banca .....	cwt.	— —
American, pure .....	cwt.	— 28.00
99 p.c. pure .....	cwt.	— 27.75
Tungsten, ore per short ton unit	—	— 3.00
Wolframite, Chinese .....	—	— 3.60
Bolivian .....	—	— 3.60
Scheelite, Amer. ....	—	— —
Japanese .....	—	— —
Zinc (Spelter) Shipment.....cwt.	—	— 5.00
Spot .....	cwt.	— 5.00

Linseed, raw car lots.....gal.	.67	— .69
10 barrel lots .....	—	.70
Bolled, 5-bbl. lots.....gal.	—	.72
Double boiled .....	—	.73
Raw tanks .....	—	.62
English, Shipments, bbls.gal.	.59	— .60
Olive, denatured .....	1.10	— 1.15
Edible .....	1.75	— 2.00
*Foots .....	—	.08¼
Shipment .....	—	—
*Palm Lagos, casks.....lb.	.07½	— .07¾
Bonny Old Calabar.....lb.	.07	— .07¼
Niger .....	.06¾	— .06½
Palm Kernel, domestic.....lb.	—	—
Imported .....	.08¾	— .09
Peanut Oil, refined.....lb.	.11	— .11½
Crude, f.o.b. mills tanks.....lb.	.08	— .08½
*Oriental, coast, tanks.....lb.	.08¾	— .08½
*Crude, Bbls., spot.....lb.	—	.09½
Perilla, coast tanks.....lb.	.07	— .07¼
Bbls., N. Y.....lb.	.09½	— .09¾
Poppy Seed .....	3.00	— 3.25
Rapeseed, ref'd bbls.....gal.	.83	— .85
Tanks Coast .....	—	—
Blown, bbls., 8 lbs.....gal.	.95	— 1.04
*Sesame, domestic, edible.....gal.	—	1.25
Imported .....	—	—
Soya Bean, tanks Coast,Nov.....lb.	.07	— .07¾
New York, bbls., crude.....lb.	.08¾	— .09
Edible .....	.10¾	— .10½
Walnut, Crude .....	.10	— .10½

## OIL CAKE AND MEAL

Cottonseed Cake, f.o.b. Texas..	—	—
f.o.b. New Orleans.....	—	—
Cottonseed, Meal, f.o.b. Atlanta	—	— 37.00
Columbia .....	—	—
New Orleans .....	ton	— —
Corn Cake .....	short ton	— —
Meal Chicago .....	short ton	— 30.00
Linseed cake, dom.....short ton	—	— 45.00
Linseed Meal .....	short ton	46.00 — 47.50

\*Nominal

## CHEMICAL WARE and MACHINERY

From the Old Hickory Powder Plant

An immense amount of new and slightly used chemical stoneware, duriron, laboratory equipment, technical machinery, boilers, engines, etc., now available for immediate delivery at extremely low prices.

Write for Bulletin No. 14

**Nashville Industrial Corp.**  
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**RARITAN ANILINE WORKS**

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Manufacturers of

**ACIDS**

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Baking Powder Chemicals

Ammonium Phosphate

**EPSOM SALTS**

Technical

U.S.P.

## Crude Drugs

## Crude Drugs

## MISCELLANEOUS

Agar Agar, No. 1.....lb.	—	.65
No. 2 .....	—	.60
No. 3 .....	—	.45
Agaric, white .....	lb.	1.35
Almonds, bitter .....	lb.	.24 — .26
Sweet .....	lb.	— .35
Meal .....	lb.	— .35
Ambergris, black .....	oz.	— 8.00
Grey .....	oz.	— 25.00
Areca Nuts .....	lb.	.08 — .09
Powdered .....	lb.	.13 — .14
Balm of Gilead Buds.....	lb.	.65 — .70
Burgundy Pitch, Dom.....	lb.	— .05
Cantharides, Chinese .....	lb.	.80 — .85
Powdered .....	lb.	.95 — 1.00
Russian, whole .....	lb.	— 2.50
Powdered .....	lb.	2.35 — 2.45
Cascara Amarga .....	lb.	— .80
Castoreum .....	lb.	4.00 — 4.25
Charcoal Willow, powdered..	lb.	.06 — .06½
Wood, powdered .....	lb.	.04 — .04½
Civet .....	oz.	2.75 — 2.90
Cochineal, U.S.P. ....	lb.	.45 — .55
Colocynth, Apples .....	lb.	.30 — .35
Pulp, U.S.P. ....	lb.	.30 — .35
Spanish Apples .....	lb.	.35 — .38
Cuttlefish Bone, Trieste.....	lb.	.18 — .20
Jewelers, large .....	lb.	.75 — .80
Small .....	lb.	.75 — .80
French .....	lb.	.18 — .20
Dragon's Blood, Mass.....	lb.	.30 — .33
Reeds .....	lb.	.70 — .72
Ergot, Russian .....	lb.	— —
Spanish .....	lb.	1.15 — 1.25
Grains of Paradise .....	lb.	.16 — .17
Guarana .....	lb.	— .80
Honey Calif. ....	lb.	— .10

Hops, N. Y., prime.....lb.	.30	— .32
Pacific Coast, prime.....	lb.	.30 — .32
Isinglass, American (see Agar Agar)		
Russian .....	lb.	— 10.00
Kamala .....	lb.	— 3.75
Kola Nuts, West Indies.....	lb.	.06 — .07
Leeches .....	C.	— 9.00
Lime Juice, clarified.....	gal.	.60 — .75
Lupulin .....	lb.	— 1.25
Lycopodium .....	lb.	1.75 — 2.00
Manna, large flake.....	lb.	.73 — .75
Small flake .....	lb.	— .50
Moss, Iceland .....	lb.	— .09
Irish, Bleached .....	lb.	— .10
Musk, pods., Cabardine.....	oz.	16.00 — 17.00
Tonquin .....	oz.	18.00 — 20.00
Grain, Cab. ....	oz.	25.00 — 27.00
Tonquin .....	oz.	33.00 — 35.00
Synthetic, See Aromatic Chemicals		
Nutgalls, Chinese .....	lb.	.16 — .17
Aleppy .....	lb.	.13 — .14
Nux Vomica, whole .....	lb.	.10 — .11
Powdered .....	lb.	.15 — .16
Quassia Chips .....	lb.	— .09
Sandalwood, Chips .....	lb.	— .35
Ground .....	lb.	— .40
Scammony, resin .....	lb.	— 1.25
Spermaceti, blocks .....	lb.	.30 — .31
Storax, liquid tech.....	lb.	— 1.25
Gen., U.S.P. ....	lb.	— 1.50
Tamarinds, bbls. ....	0.03½ — .04	
Kegs .....	per keg	— 3.00
Tar, Barbadoes .....	gal.	1.25 — 1.40
Turpentine, Venice, True.....	lb.	.60 — .65
Artificial .....	lb.	.12 — .13
Spirits, See Naval Stores		
*Nominal		

## BALSAMS

Copalba, Para .....	lb.	.25 — .27
South American .....	lb.	.31 — .32
Fir, Canada .....	gal.	12.00 — 13.00
Oregon .....	gal.	1.45 — 1.55
Peru .....	lb.	1.45 — 1.50
Tolu .....	lb.	.30 — .35

## BARKS

Angostura .....	lb.	— .25
Basswood Bark, pressed.....	lb.	.14 — .15
Barberry (tree) .....	lb.	— .28
Bayberry .....	lb.	— .12
Blackhaw of Root .....	lb.	.28 — .30
of Tree .....	lb.	.16 — .17
Buckthorn .....	lb.	.08 — .10
Canella alba .....	lb.	— .65
Cascara Sagrada .....	lb.	.12 — .15
Cascarilla, quills .....	lb.	— .35
Siftings .....	lb.	.20 — .28
Chestnut .....	lb.	.09½ — .10
Cinchona, Red quills .....	lb.	.28 — .30
Broken .....	lb.	.20 — .25
Yellow, U.S.P. ....	lb.	.18 — .20
Condurango .....	lb.	— .10
Cotton Root .....	lb.	.16 — .17
Cramp (true) .....	lb.	— .45
Cramp (so-called) .....	lb.	— .09
Dogwood, Jamaica .....	lb.	— .09
Elm, Select, bbls. ....	lb.	.30 — .33
Grinding .....	lb.	.14 — .16
Powdered .....	lb.	.16 — .18
Fringe Tree .....	lb.	.30 — .32
Hemlock .....	lb.	.07 — .07½
Lemon Peel .....	lb.	— .09
Mezereon .....	lb.	— .11
Oak, red .....	lb.	— .06
White .....	lb.	— .06



Caustic Potash 88/92% Fused and Broken  
Carbonate of Potash

Formic Acid 90%  
Chloroform U. S. P. and Tech.

Zinc Chloride  
Zinc Oxide "B. & S." Brand

Acetate Soda  
Barium Chloride Prime White Crystal  
Naphthalene Refined Flake and Ball  
"Cyanegg" Sodium Cyanide 97/98%  
Cyanide Mixture

R. & H. Case Hardener  
Permanganate Potash U. S. P. and Tech.  
Sal Ammonia, Granl. White and Rough Gray

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**ROESSLER & HASSLACHER**  
**CHEMICAL CO.**

709-717 Sixth Ave., Cor. 41st St.

NEW YORK

## ANNOUNCEMENT

We are pleased to announce the appointment of the following District Sales Representatives:

WM. S. GRAY & COMPANY, New York City  
for New York, New Jersey, Pennsylvania, Delaware, Maryland and New England States.

H. W. GALLEY COMPANY, Cleveland, Ohio  
for Northern Ohio

M. J. DALY COMPANY, Cincinnati, Ohio  
for Southern Ohio, Southern Indiana and Kentucky

ARTHUR BROWN, Chicago, Ill.  
for Northern Indiana, Michigan, Wisconsin, Iowa and Minnesota

J. A. STADTFELD CO., San Francisco, Cal.  
for Pacific Coast

Effective October 15, 1921, D. H. LITTER (of Litter & Allen, Inc., our former sole selling Agents) becomes President of the PARAMET CHEMICAL CO. INC.

We take this opportunity of thanking our many friends for their patronage in past, and assure you of prompt and careful attention to your wants in the future.

PARAMET CHEMICAL CORPORATION



# Crude Drugs

Orange Peel, bitter.....lb.	.06	— .07
Sweet.....lb.	.05	— .06
Prickly Ash, Southern.....lb.	.16	— .17
Northern.....lb.	.16	— .17
Pomegranate of Root.....lb.	.17	— .18
of Fruit.....lb.	.17	— .18
Sassafras, ordinary.....lb.	.15	— .16
Select.....lb.	.25	— .26
Simaruba.....lb.	—	— .15
Soap whole.....lb.	.07	— .07½
Cut.....lb.	.10	— .11
Crushed.....lb.	.09½	— .10
Wahoo of Root.....lb.	—	— .55
of Tree.....lb.	.25	— .28
Willow, Black.....lb.	—	— .06
White.....lb.	—	— .15
White Pine Rosed.....lb.	—	— .06
White Poplar.....lb.	—	— .04
Wild Cherry—		
Thin Green Rosed.....lb.	.16	— .18
Thick Rosed.....lb.	.10	— .12
Thin Natural.....lb.	.09	— .10
Thick Natural.....lb.	.06	— .07
Witch Hazel.....lb.	—	— .08

## BEANS

Calabar.....lb.	—	— .20
Cassia Fistula.....lb.	.07½	— .08
Castor.....lb.	.03	— .03½
St. Ignatius.....lb.	—	— .35
St. John's Bread.....lb.	.06	— .08
Tonka, Angostura.....lb.	1.15	— 1.25
Para.....lb.	.80	— .90
Surinam.....lb.	.85	— .90
Vanilla, Mexican, whole.....lb.	5.50	— 6.50
Cuts.....lb.	4.75	— 5.25
Bourbon.....lb.	2.25	— 2.30
South American.....lb.	3.75	— 4.25
Tahiti, Yellow Label.....lb.	1.75	— 1.80
Green Label.....lb.	1.75	— 1.80

## BERRIES

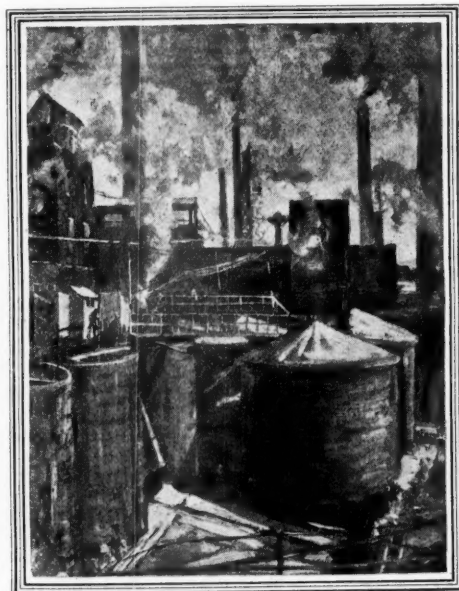
Cubeb, ordinary.....lb.	.90	— 1.00
XX.....lb.	1.00	— 1.10
Powdered.....lb.	.90	— 1.00
Fish.....lb.	.07½	— .08
Horse, Nettle, dry.....lb.	.35	— .40
Juniper.....lb.	—	— .04
Laurel.....lb.	—	— .08
Poke.....lb.	—	— .18
Prickly Ash.....lb.	.11	— .12
Raspberries, dried.....lb.	.35	— .40
Saw Palmetto.....lb.	.13	— .14
Sloe.....lb.	.14	— .15

## FLOWERS

Arnica.....lb.	.12	— .13
Borage.....lb.	.30	— .32
Calendula Petals, Imp.....lb.	—	— .65
Chamomile, Hungarian.....lb.	.21	— .22
Roman.....lb.	—	— .50
Clover Tops.....lb.	.10	— .11
Dogwood.....lb.	.15	— .16
Elder.....lb.	.25	— .30
Insect, open whole.....lb.	.23	— .25
Closed whole.....lb.	—	— .36
Powder, Pure.....lb.	.36	— .40
Flowers and stems, 50 p.c.lb.	—	— .25
Kousso.....lb.	—	— 1.25
Lavender.....lb.	.27	— .40
Linden, with Leaves.....lb.	.12	— .13
Without Leaves.....lb.	.24	— .25
Malva, blue.....lb.	—	— .40
*Black.....lb.	—	— 1.50
Mullein.....lb.	—	— .75
Orange.....lb.	—	— .75
Peony, red.....lb.	—	— .45
Penny, red.....lb.	—	— .50
Saffron, American.....lb.	—	— 1.35
Valencia.....lb.	—	— 13.75
Violet.....lb.	—	— .70
Tilla (see Linden)		
nominal		

## GUMS

Aloes, Barbados.....lb.	—	— .50
Cape.....lb.	.09	— .10
Curacao, cases.....lb.	—	— .07
Socotrine, whole.....lb.	—	— .40
Ammoniac, tears.....lb.	—	— 1.60
Arabic, firsts.....lb.	.26	— .27
Seconds.....lb.	.22	— .23
Sorts Amber.....lb.	.10	— 10½
Powdered, U.S.P.....lb.	.19	— .22
Asafetida, whole, U.S.P.....lb.	—	— .33
Powdered.....lb.	.60	— .65
Benzoin, Siam.....lb.	—	— 1.50
Sumatra.....lb.	.25	— .30
Camphor, ref., See Fine chem. list		
Catechu.....lb.	.10	— .12
Chicle.....lb.	.75	— .80
Damar.....lb.	.19	— .20
Euphorbium.....lb.	—	— .35
Powdered.....lb.	—	— .55
Galbanum.....lb.	1.20	— 1.25
Gambier.....lb.	.05½	— .06
Gamboge.....lb.	—	— 1.00
Guaiaac.....lb.	.30	— .37
Karaya, Powdered.....lb.	.18	— .22
Kino.....lb.	—	— .50
Myrrh, Select.....lb.	.45	— .55
Sorts.....lb.	.40	— .42
Olibanum, siftings.....lb.	.11	— .12
Tears.....lb.	.15	— .20
Opium, See fine chem. list		
Sandarac.....lb.	.27	— .32
Scammony Resin.....lb.	—	— 1.40
Senegal, picked.....lb.	.16	— .17
Spruce.....lb.	—	— 1.00
Storax, Tech. cases, See Misc'l		
Thus.....lb.	.07	— .08
Tragacanth, Aleppo first.....lb.	2.95	— 3.05
No. 2 to No. 6.....lb.	1.00	— 3.00
Powdered.....lb.	1.25	— 1.75
Turkish.....lb.	1.00	— 2.20



Partial View of  
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Inflammable solvents are fast giving away to this non-explosive, non-inflammable product which readily dissolves oils, fats, greases, resins and many other substances.

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**THE DOW CHEMICAL CO.**  
MIDLAND, MICHIGAN, U. S. A.

## Crude Drugs

SHELLAC						ROOTS		
D. C. ....lb.	—	.85	Laurel ....lb.	.03½	.04	Aconite, U.S.P. ....lb.	.22	— .25
Fine Orange ....lb.	—	.75	Life Everlasting ....lb.	—	.06	Aletris (Unicorn true)....lb.	.40	— .42
Second Orange ....lb.	—	.70	Liverwort ....lb.	.28	.30	Alkanet ....lb.	.16	— .17
T. N. ....lb.	.65	.67	Lobelia ....lb.	.14	.15	Althea, cut ....lb.	.10	— .12
Regular bleached ....lb.	—	.75	Matico ....lb.	—	.20	Whole ....lb.	.09	— .10
Bone Dry ....lb.	—	.76	Marjoram, German ....lb.	—	.21	Angelica American ....lb.	—	.49
LEAVES AND HERBS			French ....lb.	.12½	.14	Arnica ....lb.	—	.70
Aconite ....lb.	.28	.30	Motherwort Herb ....lb.	—	.14	Arrowroot, American ....lb.	—	.05
Balmomy ....lb.	.15	.16	Pennyroyal ....lb.	.08	.12	Bermuda ....lb.	—	.08
Belladonna ....lb.	.16	.18	Peppermint, American ....lb.	.14	.20	St. Vincent ....lb.	.04	— .05
Boneset, leaves and tops...lb.	.09	.10	Plchi ....lb.	.10	.11	Bamboo Brier ....lb.	—	.07
Buchu, short ....lb.	1.10	1.30	Prince's Pine ....lb.	—	.16	Bearsfoot ....lb.	.06	— .06½
Long ....lb.	—	—	Plantain ....lb.	—	.15	Belladonna ....lb.	.18	— .19
Cannabis, true, imported...lb.	—	—	Pulsatilla ....lb.	—	.60	Berberis, Aquifolium ....lb.	—	.20
American, (no assay)....lb.	—	.20	Queen of the Meadow ....lb.	—	.07	Beth ....lb.	.17	— .18
U.S.P. ....lb.	—	.20	Rose, pale and red....lb.	.25	.48	Blood ....lb.	.14	— .15
Catnip ....lb.	.10	.15	Rosemary ....lb.	.04½	.05	Blueflag ....lb.	.35	— .36
Chestnut ....lb.	—	.06	Rue ....lb.	.05	.06	Bryonia ....lb.	—	.13
Chiretta ....lb.	—	.22	Sage, Dalmatian ....lb.	.04	.04½	Burdock ....lb.	.11	— .12
Coca, Huanuco ....lb.	—	—	Spanish ....lb.	.04½	.05	Calamus, bleached ....lb.	—	.42
Truxillo ....lb.	—	.50	Savory ....lb.	.10	.12	Unbleached, natural ....lb.	—	.12
Coltsfoot ....lb.	.08	.09	Senna, Alexandria, whole...lb.	.58	.60	Cohosh, black ....lb.	.08	— .09
Corn Silk ....lb.	.06	.06½	Half Leaf ....lb.	.24	.25	Blue ....lb.	.08	— .10
Damiana ....lb.	.11	.12	Siftings ....lb.	.10	.11	Colchicum ....lb.	.15	— .20
Deer Tongue ....lb.	—	.09	Tinnevelly, Jobbing ....lb.	.14	.16	Colombo, whole ....lb.	.02	— .04
Digitalis ....lb.	.10	.12	Grinding ....lb.	.06	.09	Comfrey ....lb.	.30	— .32
Eucalyptus ....lb.	—	.06	Pods ....lb.	.08	.10	Culver's ....lb.	.15	— .16
Euphorbia Pilulifera ....lb.	.11	.12	Powdered ....lb.	.09	.11	Cranesbill ....lb.	—	.14
Grindelia Robusta ....lb.	—	.10	Sideritis, cut ....lb.	—	.22	Dandelion, Imported ....lb.	.09	— .10
Henbane ....lb.	.18	.20	Skullcap, Western ....lb.	—	.20	Doggrass, U.S.P., cut....lb.	.12	— .14
Henna ....lb.	.18	.20	Spearmlnt, American ....lb.	—	.20	Echinacea ....lb.	—	.35
Horehound ....lb.	.09	.10	Squaw Vine ....lb.	.15	.16	Elecampane ....lb.	.13	— .14
Jaborandi ....lb.	—	.38	Stramonium ....lb.	.17	.18	Galangal ....lb.	.10	— .11
			Tansy ....lb.	.16	.22	Gelsemium ....lb.	.14	— .15
			Thyme Spanish ....lb.	.06	.06½	Gentian ....lb.	—	.09
			French ....lb.	.10	.10½			
			Uva Ursi ....lb.	.04	.04½			
			Witch Hazel ....lb.	.07	.08			
			Wormwood, imported ....lb.	.15	.16			
			Verba Santa ....lb.	.12	.13			

\*Nominal

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 Permanganate of Potash  
 Sal Ammoniac  
 Wood Flour

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Seeds and Spices

Ginger, Jamaica .....	lb.	.37	—	.40	Senega .....	lb.	.76	—	.80	Foenugreek .....	lb.	.03	—	.03½
See Spices .....					Serpentaria .....	lb.	—	—	.80	Hemp, Manchurian .....	lb.	.03½	—	.04½
Ginseng, Cultivated .....	lb.	1.00	—	3.00	Skunk Cabbage .....	lb.	.20	—	.22	Chilian .....	lb.	—	—	—
Northwestern wild .....	lb.	6.00	—	8.00	Snake, Canada natural .....	lb.	.30	—	.32	Job's Tears, white .....	lb.	—	—	.08
Southern wild .....	lb.	5.00	—	7.00	Stripped .....	lb.	—	—	.50	Larkspur .....	lb.	—	—	.17
Gold Seal .....	lb.	—	—	3.45	Spikenard .....	lb.	.20	—	.21	Lobelia .....	lb.	—	—	.70
Powdered .....	lb.	—	—	4.00	Squill, white .....	lb.	.06	—	.06	Mustard, Bari, Brown .....	lb.	—	—	.10
Hellebore, Black, Imported .....	lb.	—	—	.35	Stillingia .....	lb.	.10	—	.10½	Bombay, Brown .....	lb.	—	—	.06½
White .....	lb.	—	—	.15	Stone .....	lb.	—	—	.10	California, Brown .....	lb.	.04½	—	.04½
Powdered .....	lb.	—	—	.16	Turmeric Madras .....	lb.	.05½	—	.06	Yellow .....	lb.	.06½	—	.07
Helonias (Unicorn false) .....	lb.	.48	—	.50	Aleppy .....	lb.	.05½	—	.06	Chinese, Yellow .....	lb.	.07	—	.08
Ipecac Cartagena .....	lb.	1.35	—	1.40	China .....	lb.	.05½	—	.06	English, Yellow .....	lb.	.06	—	.06½
Powdered .....	lb.	1.65	—	1.75	Unicorn false, See Helonias					Danish, Yellow .....	lb.	.05½	—	.06
Rio whole .....	lb.	1.35	—	1.40	True, See Aletris .....					Dutch, Yellow .....	lb.	.05	—	.05½
Powdered .....	lb.	1.66	—	1.75	Valerian, Belgian .....	lb.	.12	—	.14	Poppy, Dutch .....	lb.	.09½	—	.09½
Jalap, whole .....	lb.	.13	—	.16	Yellow Dock .....	lb.	—	—	.15	Turkish .....	lb.	—	—	.08½
Powdered, U.S.P. .....	lb.	.23	—	.25	Yellow Parilla .....	lb.	—	—	.30	Blue Indian .....	lb.	—	—	.06
Kava Kava .....	lb.	—	—	.17	<b>SEEDS</b>									
Lady Slipper .....	lb.	—	—	.80	Anise, Levant .....	lb.	—	—	.21	White Indian .....	lb.	.07	—	.07½
Licorice, *Russian, cut .....	lb.	—	—	—	Star .....	lb.	—	—	.15	Quince .....	lb.	.90	—	.95
Spanish natural bales .....	lb.	.06	—	.07	Spanish .....	lb.	.12½	—	.13	Rape South Amer. ....	lb.	.04½	—	.06½
Selected .....	lb.	.21	—	.22	Morocco .....	lb.	—	—	.05½	Japanese, small .....	lb.	—	—	.08½
Powdered .....	lb.	.12	—	.13	Annatto .....	lb.	.03	—	.03½	Sabadilla .....	lb.	—	—	.11
Lovage .....	lb.	.45	—	.50	Canary, *Spanish .....	lb.	—	—	—	Stavesacre .....	lb.	—	—	.23
Manaca .....	lb.	—	—	.20	South American .....	lb.	.03½	—	.04	Stramonium .....	lb.	—	—	.34
Mandrake .....	lb.	.10	—	.11	Caraway, African .....	lb.	.06½	—	.07	Strophanthus, Hispidus .....	lb.	—	—	—
Musk, Russian .....	lb.	1.50	—	1.75	Dutch .....	lb.	.06½	—	.07	Kombe .....	lb.	—	—	.35
Orris, Florentine bold .....	lb.	.08½	—	.09	Cardamom, bleached .....	lb.	.90	—	1.10	Sunflower, domestic .....	lb.	.04½	—	.05
Verona .....	lb.	.06	—	.06½	Decorticated .....	lb.	.36	—	.38	South American .....	lb.	.04	—	.04½
Powdered .....	lb.	.08	—	.11	Celery .....	lb.	.13½	—	.14	Worm, American .....	lb.	.10	—	.12
Fingers .....	lb.	.85	—	1.00	Colchicum .....	lb.	.33	—	.34	*Levant .....	lb.	—	—	1.30
Pareira Brava .....	lb.	—	—	.25	Coriander, Bombay .....	lb.	—	—	—	<b>SPICES</b>				
Pellitory .....	lb.	—	—	.08	Morocco Unbleached .....	lb.	—	—	.06	Cassia Buds .....	lb.	.13	—	.14
Pink true .....	lb.	—	—	.90	Bleached .....	lb.	—	—	.09	China, Selected, mats. ....	lb.	.07	—	.07½
Pleurisy .....	lb.	—	—	.19	Cumin, Levant .....	lb.	—	—	—	Saigon, assortment .....	lb.	.21	—	.24
Poke .....	lb.	—	—	.09	Morocco .....	lb.	.09	—	.10	Cinnamon, Ceylon .....	lb.	.14	—	.18
Rhatany .....	lb.	.10	—	.11	Dill .....	lb.	—	—	.06					
Rhubarb .....					Fennel, French .....	lb.	.08	—	.08½					
High Dried .....	lb.	.38	—	.40	German .....	lb.	.08½	—	.09					
Powdered .....	lb.	.40	—	.42	Flax, whole .....	per bbl.	—	—	11.50					
Sarsaparilla, Honduras .....	lb.	.45	—	.48	Ground .....	lb.	—	—	.06½					
Mexican .....	lb.	.42	—	.45	*Nominal .....	lb.	—	—	—					
Scammony Root .....	lb.	—	—	.06½										

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## Essential Oils

Cloves, Zanzibar .....	lb.	.31	—	.33
Amboyas .....	lb.	.32	—	.32½
Penang .....	lb.	.45	—	.46
Ginger, African .....	lb.	.07	—	.07½
Jamaica, grinding .....	lb.	.37	—	.40
Fancy Bold .....	lb.	.40	—	.42
Japan .....	lb.	—	—	.08½
Cochin lemon .....	lb.	.08	—	.08½
Mace, Slaw .....	lb.	.31	—	.32
Banda, No. 1 .....	lb.	.34	—	.35
Batavia .....	lb.	.24	—	.26
Nutmegs, 110s .....	lb.	—	—	.16
75s-80s .....	lb.	.18	—	.19
Pepper, Black Sing .....	lb.	.08	—	.08½
White .....	lb.	.14	—	.14½
Peppers, Red, Mombasa .....	lb.	.23	—	.29
Cherries .....	lb.	.19	—	.19½
Bombay .....	lb.	.14½	—	.15
Japan .....	lb.	.32	—	.33
Pimento, Select .....	lb.	.04	—	.04½

## WAXES

Bayberry .....	lb.	.19½	—	.21
Bees, white .....	lb.	.34	—	.35
Yellow, clean .....	lb.	.15	—	.17
Crude .....	lb.	.12½	—	.13
Candelilla .....	lb.	.25	—	.27
Carnauba, Flor. ....	lb.	.55	—	.56
No. 1, North Country .....	lb.	.47	—	.48
No. 2, North Country .....	lb.	—	—	.26
No. 3, Fatty Gray .....	lb.	—	—	.15
No. 3, Chalky .....	lb.	—	—	.15
Ceresin Yellow .....	lb.	.08	—	.09
White .....	lb.	.08½	—	.10
Japan .....	lb.	.23	—	.25
Montan, crude .....	lb.	—	—	.05
*Bleached .....	lb.	—	—	—
Ozokerite, brown .....	lb.	—	—	.20
Green .....	lb.	.22	—	.24
Refined, yellow .....	lb.	—	—	—
Paraffin, ref'd 128-130 deg.m.p. ....	lb.	.06	—	.07
Ref'd 118-120 deg. ....	lb.	.03½	—	.05
Stearic Acid, See Animal Oils				
*Nominal				

## Essential Oils

Almond, Bitter, U.S.P. ....	lb.	5.25	—	6.75
Bitter, f.f. P.A. ....	lb.	5.50	—	6.00
Artificial, U.S.P., See Aromatic Chems.				
Sweet .....	lb.	.42½	—	.45
Peach Kernel (Apricot) ....	lb.	.28	—	.32
Amber, Crude .....	lb.	1.00	—	1.05
Rectified .....	lb.	1.40	—	1.50
Anise Technical .....	lb.	.55	—	.60
U. S. P. ....	lb.	.60	—	.65
Bay .....	lb.	2.25	—	2.35
Bergamot .....	lb.	5.25	—	5.50
Artificial .....	lb.	—	—	3.00
*Birch Tar, Rect. ....	lb.	—	—	3.50
Crude .....	lb.	—	—	2.00
Bois de Rose .....	lb.	3.25	—	3.50
Cade .....	lb.	.75	—	.90
Cajuput, Native .....	lb.	.60	—	.65
U.S.P. ....	lb.	.70	—	.75
Camphor, by-product .....	lb.	.09	—	.10½
Japanese white .....	lb.	.22	—	.25
Cananga, Native .....	lb.	3.00	—	3.25
Rectified .....	lb.	4.00	—	4.25
Caraway, Rectified .....	lb.	1.85	—	2.00
Crude .....	lb.	1.65	—	1.85
Cassia Technical .....	lb.	1.25	—	1.35
Lead, Free .....	lb.	1.50	—	1.60
Redistilled, U.S.P. ....	lb.	1.60	—	1.70
Cedar Leaf .....	lb.	.80	—	.85
Cedar Wood, lght. ....	lb.	.35	—	.38
Cinnamon, Ceylon, heavy. ....	lb.	17.50	—	18.50
Leaf .....	lb.	2.00	—	2.25
Citronella, Ceylon .....	lb.	.40	—	.42
Java .....	lb.	.70	—	.75
Cloves, cans .....	lb.	2.25	—	2.50
Bottles .....	lb.	2.30	—	2.40
Copaiba, U.S.P. ....	lb.	.70	—	.72
Coriander, U.S.P. ....	lb.	10.00	—	10.50
Croton .....	lb.	1.10	—	1.20
Cubebs, U.S.P. ....	lb.	6.50	—	6.75
Cumin .....	lb.	5.00	—	5.25
Dill .....	lb.	—	—	4.50
Erigeron .....	lb.	—	—	2.50

Eucalyptus, Australian, U.S.P. ....	lb.	.48	—	.50
Fennel, sweet, U.S.P. ....	lb.	1.70	—	1.80
*Geranium, Rose Algerian. ....	lb.	5.75	—	6.25
Bourbon (Reunion) .....	lb.	3.75	—	4.25
*Turkish .....	lb.	3.40	—	3.50
Ginger .....	lb.	—	—	6.75
Gingergrass .....	lb.	—	—	3.25
Hemlock .....	lb.	—	—	.75
Juniper Berries, rect. ....	lb.	1.90	—	2.00
Wood .....	lb.	—	—	.75
Lavender Flowers, U.S.P. ....	lb.	4.00	—	4.50
Spike Spanish .....	lb.	1.00	—	1.15
Lemon, U.S.P. ....	lb.	.70	—	.80
Lemongrass, Native .....	lb.	1.10	—	1.20
Limes, Expressed .....	lb.	3.25	—	3.50
Distilled .....	lb.	.55	—	.65
Linaloe .....	lb.	2.45	—	2.50
Mace, distilled .....	lb.	1.10	—	1.20
Mirbane, ref., see Aromatic Chemicals				
Mustard, natural .....	lb.	—	—	20.00
Artificial .....	lb.	—	—	3.40
Neroli, Bilgarade .....	oz.	8.00	—	25.00
Petale .....	oz.	10.00	—	30.00
Artificial .....	lb.	14.00	—	15.00
Nutmeg, U.S.P. ....	lb.	1.10	—	1.20
Orange, bitter .....	lb.	2.00	—	2.10
Sweet, West Indian .....	lb.	2.00	—	2.25
Italian .....	lb.	2.75	—	3.00
Origanum, Imltation .....	lb.	.30	—	.33
Patchouli .....	lb.	9.50	—	10.50
Pennyroyal, domestic .....	lb.	—	—	1.50
Imported .....	lb.	1.20	—	1.30
Peppermint Natural, fms. ....	lb.	1.75	—	2.00
Redistilled, U.S.P. ....	lb.	2.00	—	2.15
Japanese .....	lb.	—	—	1.15
Petit Grain, So. America. ....	lb.	—	—	2.25
French .....	lb.	—	—	10.00
Pinus Sylvestris .....	lb.	—	—	1.75
Pumillo .....	lb.	—	—	4.50
Rose, French .....	oz.	—	—	10.00
Bulgarian .....	oz.	7.50	—	9.25
Artificial .....	oz.	—	—	2.50

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Rosemary, U.S.P. ....lb.	.55	— .65
Tech. ....lb.	.42	— .45
Sandalwood, East India....lb.	6.85	— 7.10
West Indian ....lb.	4.00	— 4.50
Sassafras, natural ....lb.	1.00	— 1.10
Artificial ....lb.	.53	— .55
Savin ....lb.	—	— 5.00
Spearmint ....lb.	2.75	— 3.00
Spruce ....lb.	—	— .75
Tansy, Amer. ....lb.	7.50	— 7.75
Tar, bbls. ....gal.	.30	— .32
Refined, U.S.P., cans....gal.	—	— 1.00
Thyme, red, U.S.P. ....lb.	1.10	— 1.15
White, U.S.P. ....lb.	1.20	— 1.30
Vetivert, Bourbon ....lb.	5.50	— 6.00
Wine, heavy ....lb.	—	— 3.00
Wintergreen, sweet birch....lb.	2.25	— 2.50
Genuine Gaultheria ....lb.	5.00	— 5.25
Synthetic, U.S.P., bulk....lb.	.30	— .32
Wormseed Baltimore ....lb.	3.40	— 3.50
Wormwood Dom. ....lb.	12.50	— 13.00
Ylang Ylang, Bourbon....lb.	12.00	— 15.00
Manila ....lb.	25.00	— 32.00
Artificial ....lb.	—	— 10.00

## Oleoresins

Aspidium (Malefern) ....lb.	4.00	— 4.25
Capsicum ....lb.	3.00	— 3.25
Cubeb ....lb.	7.00	— 7.50
Ginger ....lb.	3.00	— 3.30
Malefern ....lb.	4.00	— 4.25
Mullein (so-called) ....lb.	—	— 5.00
*Orris, domestic ....lb.	—	— 20.00
Imported ....lb.	—	— 22.00
Pepper, black ....lb.	—	— 6.00
Vanilla ....lb.	8.75	— 10.00

## Perfumers' Sundries

Ambergris, black ....oz.	—	— 8.00
Ambergris, gray ....oz.	—	— 25.00
Chalk, precipitated ....lb.	.02½	— .03¼
Civet ....oz.	2.75	— 3.00
Lanolin hydrous ....lb.	.12	— .13
Lanolin anhydrous ....lb.	.16	— .17
Musk Cab., pods....oz.	16.00	— 17.00
Musk, Cab., grains....oz.	25.00	— 27.00
Musk, Tonquin, grains....oz.	33.00	— 35.00
Musk, Tonquin, pods....oz.	18.00	— 20.00
Orris Root, Florentine, wholelb.	.09	— .10
Verona ....lb.	.06	— .07
Powdered, Gran. ....lb.	.08	— .12
Rice Starch ....lb.	.15	— .16
Talc, Italian ....ton	45.00	— 46.00
Talc, French ....ton	27.00	— 28.00
Talc, domestic ....ton	18.00	— 20.00

## Aromatic Chemicals

## Natural Derivatives

Anethol ....lb.	—	— 1.75
Borneol ....lb.	—	— 3.50
Citronellol ....lb.	10.00	— 15.00
Citral ....lb.	3.50	— 3.60
Eucalyptol ....lb.	.85	— .90
Eugenol ....lb.	3.25	— 3.50
Geraniol ....lb.	2.00	— 3.50
Iso-Eugenol ....lb.	5.00	— 5.50
Linalool ....lb.	6.50	— 7.00
Menthol ....lb.	4.75	— 4.85
Rhodinol ....lb.	15.00	— 18.00
Safrol ....lb.	.67	— .70

## Synthetic Aromatics

Acetophenone, C.P. ....lb.	3.50	— 4.50
Amyl Salicylate ....lb.	1.25	— 1.35
Anisic Aldehyde ....lb.	—	— 6.00
Benzaldehyde, U.S.P. ....lb.	1.40	— 1.50
Free From Chlorine....lb.	1.60	— 1.80
Benzyl Acetate ....lb.	1.25	— 1.75
Benzyl Alcohol ....lb.	1.25	— 1.75
Benzyl Benzoate ....lb.	1.40	— 1.50
Bromstyrol ....lb.	—	— 6.25
Cinnamic Acid ....lb.	—	— 3.00
Cinnamic Aldehyde ....lb.	—	— 4.50
Coumarin ....lb.	4.15	— 4.25
Resale ....lb.	—	— 4.00
Diphenyloxide ....lb.	.80	— .90
Ethyl Cinnamate ....lb.	—	— 5.50
Geranyl Acetate ....lb.	5.50	— 6.00
Heliotropin ....lb.	—	— 3.00
Indol, C. P. ....oz.	—	— 10.00
Linalyl Acetate ....lb.	9.50	— 10.00
Linalyl Benzoate ....lb.	—	— 17.00
Methyl Anthranilate ....lb.	4.50	— 4.75
Methyl Cinnamate ....lb.	—	— 6.00
Methyl Paracresol ....lb.	10.00	— 12.00
Methyl Salicylate ....lb.	.30	— .32
Mirbane, rect., drums extra.lb.	.13	— .13½
Musk Ambrette ....lb.	19.00	— 20.00
Musk Ketone ....lb.	—	— 15.00
Musk Xylene ....lb.	2.50	— 3.00
Nerolin ....lb.	—	— 2.50
Phenylacetaldehyde ....lb.	9.00	— 11.00
Phenylacetic Acid ....lb.	4.00	— 4.25
Phenylethylalcohol ....lb.	7.50	— 8.50
Terpineol, C. P. ....lb.	.45	— .60
Vanillin ....oz.	—	— .50
Violet, artificial (Itonone)....lb.	—	— 8.00
Yara Yara Crystals....lb.	—	— 2.50

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**ALBUMEN**—29 cs., Order, Hankow; Egg, 20 cs., W. K. Jahn Co., Shanghai; 30 cs., W. K. Jahn Co., Shanghai; 21 cs., Mechanics & Metals, National Bank, Hankow; 67 cs., Stein, Hall & Co., Hankow.

**ALMONDS**—280 bxs., 60 cs., 125 bgs., 140 bls., H. P. Winter & Co., Catania; 100 bxs., 31 cs., Baring Bros. & Co., Catania; 355 bgs., W. Brandt's Sons & Co., Catania; 250 bgs., 80 bxs., 60 cs., Konig Bros. & Co., Catania; 550 bgs., 154 bls., Irving National Bank, Catania; 400 bxs., British Bank of South America, Catania; 500 bgs., National City Bank, Catania; 450 bgs., Order, Catania; 100 bls., 380 bxs., Order, Catania; 35 bgs., Brown Bros. & Co., Catania; 71 bgs., F. Grasso, Palermo; 206 bgs., Kidder, Peabody & Co., Marseilles; 30 bgs., Order, Alexandria.

**AMMONIUM SALTS**—Bromide, 10 cs., Schulz & Ruckgaber, Hamburg; 10 cs., Order, Hamburg.

**ARGOLS**—102 csks., 30 bgs., Bank of New York, Leghorn.

**BALSAM**—5 cs., Bank of Spanish America, Acajutta; 59 pkgs., Schafer & Meyer, Paia.

**BARIUM SALTS**—Carbonate, 156 bbls., Order, Hamburg; 104 csks., Order, Hamburg; Nitrate, 745 csks., Hummel & Robinson Corporation, Rotterdam; Peroxide, 35 drs., A. Klipstein & Co., Hamburg.

**BEANS**—Cocoa, 595 bgs., Schall & Co., Puerto Plata; 277 bgs., H. L. Daurnhelm & Co., Puerto Plata; 153 bgs., Ultramares Corporation, Puerto Plata; 478 bgs., Yglesias & Co.,

Puerto Plata; 21 bgs., C. A. Miller, Puerto Plata; 250 bgs., Innes & Co., Puerto Plata; 49 bgs., Michelen & Co., Puerto Plata; 2,197 Yglesias & Co., Sanchez; 847 bgs., Innes & Co., Sanchez; 238 bgs., Ultramares Corporation, Sanchez; 200 bgs., Lamborn & Co., Samana; 395 csks., Fruit Dispatch Co., Bocas Del Toro; 267 bgs., Order, Santiago; 282 bgs., Curacao Trading Co., Santo Domingo City; 515 bgs., W. R. Grace & Co., Sanchez; 541 bgs., W. Schall & Co., Sanchez; 125 bgs., J. Thomson, Sanchez; 100 bgs., R. Fabien & Co., Sanchez; 330 bgs., J. J. Julia & Co., Sanchez; 17 bgs., A. J. Sadallah, Puerto Plata; 264 bgs., W. R. Grace & Co., Puerto Plata; 96 bgs., J. J. Julia & Co., Puerto Plata; 117 bbls., R. F. Downing & Co., Rotterdam; 18 cs., W. Visser, Rotterdam; 278 bgs., Graham Hinckley & Co., Cuban Ports; 134 bgs., T. Brandon & Bros., Port Limon; 420 csks., Fruit Dispatch Co., Port Limon; 816 bgs., Order, Liverpool; 1,100 bgs., A. S. Lascelles & Co., Port of Spain; 49 bgs., W. R. Grace & Co., Port of Spain; 782 bgs., Irving National Bank, Port of Spain; 95 bgs., Scholtz & Co., La Guayra; 100 bgs., Ultramares Corporation, Sanchez; 100 bgs., J. J. Julia & Co., Sanchez; 170 bgs., A. L. Clarke & Co., Puerto Plata; 110 bgs., G. Amsinck & Co., Puerto Plata; 50 bgs., Meyer & Co., Maracalbo; 777 bgs., Bliss, Dallett & Co., La Guayra; 765 bgs., W. R. Grace & Co., La Guayra; 3,300 bgs., Bank of British West Africa, Saltpond; 1,600 bgs., H. B. W. Russell & Co., Saltpond; 400 bgs., Bank of British West Africa, Cotonou; 50 bgs., T. Phillades, Secondee; 142 bgs., R. L. Perry, Secondee; 15 bgs., Order, Para; 250 bgs., Order, Hamburg; 126 bgs., F. Ricart & Co., Santo Domingo City; 246 bgs., R. Fabien & Co., Macoris; 1,726 bgs., Michelena & Co., Sanchez; 2,105 bgs., W. Schall & Co., Sanchez; 217 bgs., F. Ricart & Co., Sanchez; 1,442 bgs., W. R. Grace & Co., Sanchez; 271 bgs.,

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**SALT**—560 cks., W. A. Hazard & Co., Liverpool

**SEEDS**—36 bgs., Luckenbach S. S. Co., Rotterdam; **Caraway**, 200 bgs., Levy & Lewis, Rotterdam; 100 bgs., C. Armstrong, Rotterdam; 20 bgs., M. De Bruyn Import Co., Rotterdam; 100 bgs., Catz American Co., Rotterdam; 100 bbls., P. H. Petry & Co., Rotterdam; 500 bgs., Luckenbach S. S. Co., Rotterdam; 400 bgs., Order, Marseilles;

**Cardamom**, 275 bgs., Order, Colombo; **Castor**, 4,500 bgs., F. Matarazzo & Co., Santos; **Coriander**, 455 bgs., Order, Marseilles; **Flaxseed**, 17,831 bgs., L. Dreyfus & Co., Rosario; 17,900 bgs., Order, Rosario; **Mustard**, 100 bgs., Archibald & Lewis Co., Rotterdam; 100 bgs., Catz American Co., Rotterdam; 150 bgs., Knickerbocker, Mills, Copenhagen; 200 bgs., Mechanics & Metals National Bank, Catania; 300 bgs., Order, Catania; 496 cks., A. Joensson & Co., London; **Poppy**, 250 bgs., Levy & Lewis Co., Rotterdam; 100 bgs., A. Stallman & Co., Rotterdam; 45 bgs., M. De Bruyn Import Co., Rotterdam; 100 bbls., Habicht & Co., Rotterdam; 100 bbls., J. Gross Co., Rotterdam; 100 bbls., J. D. Nordlinger, Rotterdam; 150 bgs., Catz American Co., Rotterdam; 300 bbls., C. Armstrong, Rotterdam; 200 bgs., P. H. Petry & Co., Rotterdam; 300 bgs., P. V. Bright & Co., Rotterdam; 88 bgs., Catz American Co., Rotterdam; **Blue**, 100 bgs., H. E. Eppstein & Bros., Rotterdam; 1,000 bgs., Catz American Co., Rotterdam; 60 bgs., Catz American Co., Rotterdam; 112 bgs., Catz American Co., Rotterdam; **Rape**, 500 bgs., American Express Co., Rotterdam; 50 bbls., J. D. Nordlinger, Rotterdam; 425 bgs., Luckenbach S. S. Co., Rotterdam; 158 bgs., Order, Hamburg

**SHELLAC**—100 bgs., Mechanics & Metals National Bank, Calcutta; 275 chests, 50 cs., Anglo South American Bank, Calcutta; 624 bgs., Order, Calcutta

**SODIUM SALTS**—30 cks., Luckenbach S. S. Co., Rotterdam; **Ash**, 100 bbls., Netherlands Chemical Co., Rotterdam; **Bromide**, 50 cs., Schulz & Ruckgaber, Hamburg; **Cacodylate**, 1 cse., Powers-Weightman-Rosengarten Co., Havre; **Cyanide**, 400 cs., Order, Hamburg; 25 cs., Guaranty Trust Co., Hamburg; **Hydro-sulfite**, 4 kgs., Gallagher & Ascher, Liverpool; 65 cks., Kuttroff, Pickhardt & Co., Rotterdam; 300 kgs., Order, Hamburg; **Prussiate**, 33 cks., Order, Rotterdam; 33 cks., Meteor Prod. Co., Rotterdam; **Sulfate**, 18 drs., Order, Hamburg; **Sulfite**, 20 drs., Chemical National Bank, Hamburg

**SPICES**—Cinnamon, 200 bbls., Order, Colombo; **Ginger**, 10 cs., W. Van Doorn, Rotterdam

**SPONGES**—21 bgs., Leonides Parnas, Constantinople; 34 bbls., Lasker & Bernstein, Havana; 28 bbls., American Sponge & Chamois Co., Havana; **Refuse**, 2 bbls., American Sponge & Chamolis Co., Havana

**STRONTIUM NITRATE**—14 cks., Hummel & Robinson Corporation, Rotterdam

**SULFUR**—155 cs., Heemsoth Basse & Co., Havre

**SUMAC**—Ground—350 bgs., Medit & General Traders, Palermo; 350 bgs., Core & Herbst, Palermo; 700 bgs., R. Neumann & Co., Palermo

**TALC**—250 bgs., Order, Genoa; 500 bgs., Caldwell Shipping Co., Genoa

**TAPIOCA**—Flour, 352 bgs., Order, Liverpool; 208 bgs., Java American Export Co., Rotterdam; 526 bgs., C. Morningstar & Co., Rotterdam; 1,607 bgs., Java American Export Co., Rotterdam

**TARTAR**—106 bgs., C. Pfizer & Co., Marseilles; **Cream**, 4 cks., W. Neuberg, Rotterdam; 44 cks., American Woodpulp Corporation, Hamburg

**THYMOL**—2 cs., Order, Hamburg; 1 cse., Order, Hamburg

**WAX**—Bees, 2 seroons, J. J. Julla & Co., Monte Cristy; 30 cs., Knauth, Nachod & Kuhne, Rotterdam; 2 bgs., Berizzi Bros., Aguadilla; **Montan**, 520 bgs., Strahl & Pitsch, Hamburg

**WINE**—Medicinal, 115 cs., J. Wile Sons & Co., Hamburg; 32 bbls., G. Asclone, Naples; 486 cs., American Druggists Syndicate, Havre; 500 cs., J. Wile Sons & Co., Havre; 500 cs., J. Wile Sons & Co., Havre; 20 bbls., Roosevelt Wine & Spirit Co., Messina

**ZINC SALTS**—Chloride, 64 cks., H. Hollesen, Hamburg; 151 drs., Brown Bros. & Co., Liverpool; 17 cks., Order, Hamburg; 10 drs., Order, Hamburg; **Oxide**, 10 bbls., Guaranty Trust Co., Antwerp; **White**, 100 bbls., Mechanics & Metals National Bank, Marseilles; 50 bbls., Reichard Coulston, Marseilles; 30 bbls., Irving National Bank, Marseilles



## *Books of Trade Interest*

**TEXTILE DESIGN AND COLOUR.** By William Watson, Royal Technical College, Glasgow. Second Edition. 8 vo., 436 pages. Illustrated. Longmans, Green & Co., New York. 1921.

A practical reference book for the designer in the mill. The copious illustrations (covering some 1800 designs) increase the value of the text, which otherwise covers quite fully elementary weaves and figured fabrics. Eight chapters are devoted to the jacquard machine and figured goods. The calculations of the designer are dealt with at length. An appendix has been added giving descriptions of standard yarns, weaves and fabrics.

**BIOCHEMISTRY.** By Benjamin Moore, D.Sc., University of Oxford. 8 vo., 340 pages. Longmans, Green & Co., New York. 1921.

A textbook of the reactions taking place in living matter, designed primarily for research workers and advanced students in the field. Much of the matter is reprinted from the proceedings of the Royal Society, and makes up the evolution and progress of the research of the author. The present text is an important addition to the rather meagre literature of this highly important subject.

**THE ORGANIZATION OF MODERN BUSINESS.** By William R. Basset. 8 vo., 271 pages. Dodd, Mead & Co., New York. 1921.

A very readable book of a general nature on business organization and policy. In the present period of commercial and industrial unrest, when the foundations of every organization are shaken by communism and bolshevism, the necessity for clear thinking and incisive acting is evident everywhere, and any aid to a clearer statement of the problems of modern business must play an important part in what is to come. The analytical view point and readable style of the author make the book well worth the while of anyone connected with business today.

**COMMERCIAL, INDUSTRIAL AND ECONOMIC REPORT OF CHEMICAL AND PHARMACEUTICAL PRODUCTS, DRUGS, AND DYE STUFFS.** By La Revue des Produits Chimiques, Paris, France.

A series of articles which will fill existing gap in French chemical literature. The facts and statistics which are grouped in these articles are scattered in numerous documents and their collection required a large expenditure of time and effort. This collection and arrangement of information should be of the greatest service to all interested in the subject.

The products are classified in alphabetical order, the synonyms being chosen from the names most commonly applied in the trade. For each product, according to its importance, all or part of the following information is incorporated: French synonyms, foreign terms and synonyms, composition, properties, uses, qualities encountered in commerce, methods of packing, tariff statistics, railroad regulations, storage precautions and rules, fire hazards. Finally, each product is followed by a special buyers' guide, in which the reader will find the names of the suppliers of the material. The articles are now appearing in "La Revue des Produits Chimiques," which appears twice a month, the 15th and the last day of each month.

**CERAMICS: A MANUAL FOR CHEMISTS, ENGINEERS, AND MANUFACTURERS.** By A. Malinovsky. 12 mo., 274 pages. D. Van Nostrand Co., New York. 1921.

The first edition of what will probably become a very popular handbook among ceramists. Analytical and engineering data are included. Glazes, mixes, clays, and minerals are given due prominence.

## URGE THE METRIC SYSTEM

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2.—S. L. Hilton, president of the American Pharmaceutical Association, appearing last week before the Senate Manufactures Committee declared that his organization unanimously favored the adoption of the metric system. Mr. Hilton said that the National Wholesale Druggists' Association also endorsed the bill. In pointing out the confusion in weights and measures that now exists in the drug trade, Mr. Hilton said: "We are now forced to use three different sets of weights and measures beside the metric system. The United States Pharmacopoeia recognized this hodge-podge and since 1880 has printed all formulae in the metric system exclusively as the only way out of the extreme difficulty."

David A. Molitor, C. E., representing the Carl E. Schmidt Co., calf skin tanners of Detroit, Michigan, said that his company had used the metric system for a number of years with pronounced success, and when the change to the metric system was made it was done with little expense and little inconvenience. Mr. Molitor declared: "It was practically done over night. Many a laborer is afforded the opportunity of better wages owing to the more proficient work he can do when using the simple decimal system of weights and measures. It is a fact that during the past hundred years, every nation which changed its system of weights and measures adopted no other system than the metric, and no non-metric country is at present contemplating any change other than to the metric."

"The exclusive use of the metric system must be regarded as a step toward national economy which no good citizen can afford to oppose. The English speaking nations now stand in unenviable isolation as the sole remaining users of archaic and irrational units of measurement."

Dr. Harvey W. Wiley, for 30 years Chief of Bureau of Chemistry, in advocating the adoption of the bill said: "We need the metric system to relieve the burden that the present so-called system of weights and measures forces upon the American school children. I find upon investigation that our school children are twelve years trying to learn the present hodge-podge of weights and measures, and then they fail to grasp it." Dr. Wiley stated that there were different weights per bushel of nearly all commodities in almost every state, and that the farmer was being defrauded daily.

Dr. C. E. McGuire, familiar with conditions in South America through his position as assistant secretary of the Inter-American High Commission, said that Latin American officials were astonished at the delay in the adoption of the metric system in the United States.

A. P. Williams, a wholesale grocer, of New York City, said that the adoption of the metric system by the United States would save the American people several million dollars.

Dr. Charles L. Parsons, secretary of the American Chemical Society, said that his society is a "unit in requesting that Congress enact legislation to secure the advantages of the general use of metric weights and measures for the people of the United States." Dr. Parsons further stated that members of his organization had decided to demand that chemical supplies be sold on the metric basis and thus help to overcome the inertia that has held back this important step in human progress.

H. W. Bearce, chief of the division of weights and measures of the Bureau of Standards urged the adoption of the bill for the reason that in the expansion of world commerce a universal standard will be necessary.



## U. S. IMPORTS OF DYES IN SEPTEMBER

(Special to DRUG AND CHEMICAL MARKETS)

Washington, D. C., Nov. 2—The Department of Commerce, through the Bureau of Foreign and Domestic Commerce, announces imports of dyes and dyestuffs into the United States by countries, during September, as follows:

Countries	Allizarin and Allizarin Dyes		Colors or Dyes, not Elsewhere Specified	
	Pounds	Dollars	Pounds	Dollars
Belgium .....	.....	.....	7,336	14,154
France .....	.....	.....	32	13
Germany .....	10,762	18,678	127,294	193,003
Italy .....	1,708	2,030	4,668	4,397
Netherlands .....	97	247	1,806	2,267
Switzerland .....	.....	.....	84,102	112,733
England .....	2,737	6,337	47,323	49,476
Scotland .....	1,000	581	.....	.....
Canada .....	.....	.....	10	5

Total ..... 16,304 27,873 272,571 376,053

Countries	Indigo Natural		Indigo Synthetic	
	Pounds	Dollars	Pounds	Dollars
France .....	.....	.....	.....	.....
Switzerland .....	.....	.....	3,012	4,047
England .....	4,072	5,313	.....	.....
Scotland .....	.....	.....	.....	.....
Honduras .....	155	39	.....	.....
Dominican Republic ..	.....	.....	.....	.....
British India .....	.....	.....	.....	.....
Japan .....	.....	.....	100	11

Total ..... 4,227 5,352 3,112 4,153

The imports of dye extracts amounted to 135,340 lbs, valued at \$9,174.

John G. Luke, president of the West Virginia Pulp & Paper Co. and a pioneer manufacturer of sulfite pulp, died recently in New York City, following an operation for appendicitis. Mr. Luke was born on April 29, 1857, in Rockland, Del., where his father was employed as superintendent of the mills of the Jessup & Moore Paper Co. The son entered the employ of this mill at the age of sixteen, and subsequently worked in several of the largest paper mills in this country. As superintendent of the Richmond Paper Co. of Richmond, Va., he became familiar with the sulfite process. He organized his own company and built a mill at Piedmont, W. Va., which was the beginning of the West Virginia Pulp & Paper Co.

The downward trend of average weekly wages of New York State factory workers, continues, according to the Industrial Commission, and in September stood at \$25.07, a decrease of 36 cents from the August average. Dull business and wage rate reductions of from 10 per cent to 16 per cent in some factories were the cause of the rather important reductions in average weekly earnings in the paper making industry and in the miscellaneous paper goods industry. Earnings in the leather industry were also reduced because of dull business.

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